

EurotaxForecast



Contents

Preface	5
Welcome to Eurotax Forecast.....	5
Using this manual	6
How to use this manual?.....	6
Program overview	7
General information about Eurotax Forecast.....	7
Starting Eurotax Forecast	8
Starting Eurotax Forecast	8
User Interface Description (screens, buttons, etc.)	9
Basic design of the screen.....	9
Toolbar 1.....	11
Toolbar 2.....	11
Statusbar	12
Quick Reference	13
Preface Quick Reference	13
Add a vehicle to an existing vehicle selection	13
Add all types of one model to an existing vehicle selection	13
Delete a single vehicle from the Vehicle Basket	13
Change predefined forecast parameters for a vehicle on the Vehicle List.....	14
Change predefined forecast parameters for several vehicles on the Vehicle List.....	14
Forecast a vehicle over several (Multi Forecast).....	14
Change predefined forecast parameters for a vehicle on the “Residual Value”.....	14
Change vehicle options for a vehicle “Vehicle Options”	15
Change the colour calculation for a vehicle “Vehicle Options”	15
Change the desirability for a vehicle “Residual Value”	15
Compare a vehicle type over several countries (Single Comparator).....	15
Compare several vehicle types (Multi Comparator)	15
Print a Residual Values list.....	16
Print a Residual Values matrix for a Vehicle.....	16
Display a chart on basis of the vehicle list.....	16
Display a chart of the residual values matrix for a vehicle	16
Display a quote for calculating a forecast.....	16
Description of the processes	17
New Car Forecast	17

Single Selection New Cars	17
Single Comparator	24
Multi Selection New Cars	25
Used Car Forecast.....	32
Single Selection Used Cars	32
Multi Selection Used Cars.....	39
Multi Comparator	46
Multiple Forecast	46
Bulk Forecast.....	48
Import and Export	52
Export	52
Import	52
Reports	54
Forecast Reports	54
Report Vehicle List.....	54
Report Residual Value.....	55
Report Vehicle Options	56
Report Single Comparator	57
Report Multi Comparator	58
General Reports	59
Charts	60
Vehicle List Chart.....	60
Residual Value Chart.....	61
Default Settings	62
Forecast settings.....	62
Forecast parameters	62
Vehicle options.....	62
Vehicle colours.....	63
New Setting	63
Application Settings.....	64
Service	65
Economic Factors	65
Exchange Rates	65
User Profiles	66
Help	67
Getting Help	67
Licence.....	67
Info	68
Index	69

Preface

Welcome to Eurotax Forecast

Dear Customer,

Thank you for subscribing to Eurotax Forecast . Please find within this manual, the necessary information about the system. If you experience any problems please contact Eurotax Help Desk on (01932) 823 802. If you would like further information on the other products and services offered by Eurotax Information Services, please contact Customer Services on (01932) 823 823.

Using this manual

How to use this manual?

The following conventions are used with this manual.

Format Überschrift 1

Main Headings within this manual have been applied with this style.

Format Überschrift 2

Sub Headings within this manual have been applied with this style.

Format Überschrift 3

Instructions to be carried out are applied with this style.



Important Notes, Hints & Tips are displayed within this format.

Program overview

General information about Eurotax Forecast

Eurotax Forecast is a program designed to give the “User” the ability to forecast residual values for new and used cars and LCV’s on a pan-European scale.

Users are able to make adjustments to their Forecasts and easily view and compare any differences in their adjusted values against Eurotax predicted values.

Eurotax Forecast includes a Residual Value “Methodology” facility to help users understand how any why they obtained a specific value and see the impact of any adjustments they have made through an audit trail.

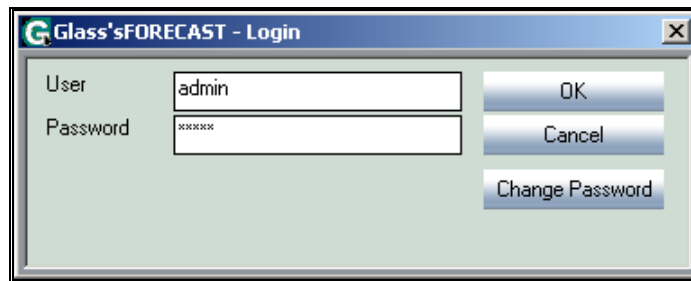
Forecast results can be printed or the data exported in .csv format for use in other applications.

Starting Eurotax Forecast

Starting Eurotax Forecast

Once the installation of Eurotax Forecast has been successfully performed, you can start the system on your Windows desktop by activating “**Start - Programs - Eurotax Forecast - Eurotax Forecast**”.

The following window will appear:



Type in “**User**” and the user’s “**Password**”.

Click **OK**.



To change the **Password**

Single click **Change Password**

Type in existing **Password**

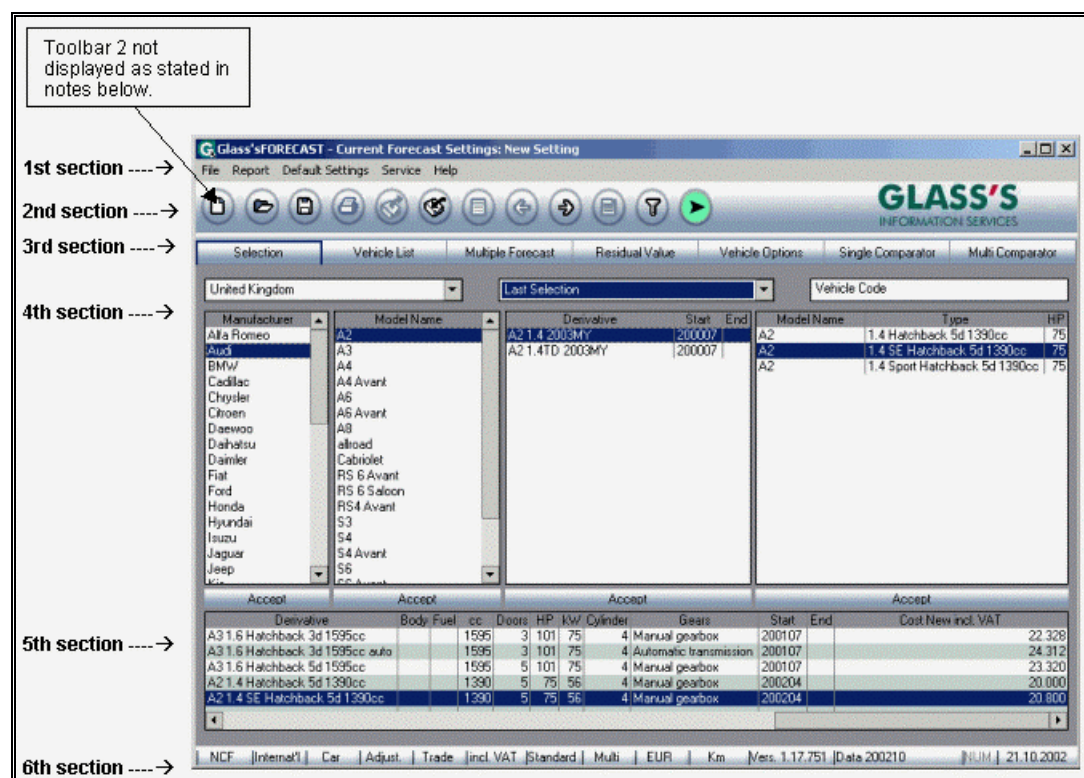
Type in new **Password**

Confirm new **Password**

Click **OK**

User Interface Description (screens, buttons, etc.)

Basic design of the screen



1st section - Menu Bar

File Menu - allows the user to save and open previous Forecasts, Export and Import Vehicle Forecasts in .csv format and print a report of the screen menu.

Report Menu - allows the user to view and print Eurotax Editorial and Independent reports in PDF format.

Default Setting Menu - allows the user to define both default application and Forecast settings.

Service Menu - allows the user to view economic and exchange rate settings and to configure users of the system.

2nd section - Toolbar(s)

There are two toolbars available to Eurotax Forecast: Toolbar 1 and 2. Toolbar 1 is a standard toolbar, which can be used to select commonly used functions within the system. Toolbar 2 is a configuration toolbar, which is used to define package parameters.

3rd section - Forecast Section Tabs

These tabs act as a prompt/aide memoir for successfully completing the step by step activities that are required to create a forecast.

4th section - Vehicle Selection

Four columns available for the selection of a vehicle(s) based on Manufacturer, Model, Derivative and Type.

5th section - Vehicle Basket













Selected vehicles will be contained and summarized in the Vehicle Basket.

6th section - Status Bar

Summarises application and forecast settings. By clicking on the adjustments you can access the same switches as toolbar 2 (i.e. from “incl. VAT” to “excl. VAT”).

Toolbar 1

When placing the mouse cursor over one of these buttons the system will give you a short explanation of what the button does in a hotspot on the screen.


	New - Creates a new forecast
	Open - Opens an existing and saved forecast
	Save - Saves a forecast
	Print - Prints the content of the current screen
	Export - Exports a group of vehicles and their forecast values
	Import - Imports a group of vehicles (the vehicle types are identified by a code)
	Chart - Plots residual values on a chart
	Back - Takes the user back to the previous screen
	Forward - Takes the user forward to the next screen
	Quote - Shows the methodology behind a forecast
	Filter - Enables vehicle selection through a filter e.g. Manufacturer and Market Segment (Mini, Small etc)
	Toolbar - Opens the Toolbar 2

Toolbar 2



After clicking this button, the Toolbar 2 with radiobuttons will be shown on the screen.



NCF	New Car Forecast
UCF	Used Car Forecast
International	International - the user can forecast vehicles which are sold in different European markets
National	National - forecasts can be produced for a single market
Car	Only cars can be forecasted
LCV	Only light commercial vehicles can be forecasted
Fixed	Forecasts can be calculated based on Eurotax data
Adjust.	Forecasts can be calculated based on both Eurotax data and on user adjustments
Trade	Shows the forecast of trade values
Retail	Shows the forecast of retail values (not available in all countries)
incl. VAT	Shows the forecast including VAT
excl. VAT	Shows the forecast excluding VAT
Standard	Standard selection (up to 199 vehicles at a time)
Bulk	A special functionality dependent on the licence, which enables you to select more than 199 vehicles at a time (i.e. all middle class vehicle from a specific manufacturer).
	Switch to return to Toolbar 1

Statusbar

NCF	Internat'l	Car	Adjust.	Retail	incl. VAT	Standard	Multi	EUR	Km	Vers. 1.17.751	Data 200210	NUM	21.10.200
-----	------------	-----	---------	--------	-----------	----------	-------	-----	----	----------------	-------------	-----	-----------

In addition to the toolbar settings named above in the statusbar, the current chosen status for the forecast type (single or multi) and the currency setting will be shown:

Multi	Multi Forecast - more than one vehicle can be forecasted at once and forecasted vehicles can be compared
Single	Single Forecast - one vehicle can be forecasted at a time
EUR	All amounts are displayed in EURO
National currency	All amounts are displayed in national currency, i.e. Pound.
Miles	Display the mileage unit

Quick Reference

Preface Quick Reference

Once the user is familiar with Eurotax Forecast , the following pages can be used as an aide memoir - giving the customer a quick check list of the main steps within the program.

Add a vehicle to an existing vehicle selection

Activate the “**Selection**” tab. Several vehicles are already shown in the vehicle basket.

Select a **Market** from the drop down box and the **Manufacturer**. The second column from the left will be populated with all appropriate models. Select a **Model Name** in the second column and Derivative in the third column. The fourth column will now be populated. Double click on the Vehicle Type you wish to Forecast, this will be added to the Vehicle Basket.

Add all types of one model to an existing vehicle selection

Activate the “**Selection**” tab. Several vehicles are already shown in the vehicle basket.

Select a **Market** from the drop down box and then a **Manufacturer**. The second column from the left will be populated with all models. Select a **Model Name** in the second column and the third will be populated. Double click the required **Model** in the third column and all types will be added to the Vehicle Basket .

Delete a single vehicle from the Vehicle Basket

Activate the “**Selection**” tab. Click on the vehicle you want to delete out of the Vehicle Basket and press **DEL** on your keyboard.

The Vehicle Basket will now only contain the vehicles you wish to Forecast.

Change predefined forecast parameters for a vehicle on the Vehicle List

Activate the “**Vehicle List**” tab. At least one vehicle should be shown in the vehicle list.

Select by clicking the vehicle, for which the forecast parameters shall be changed.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Directly after the input in one of the fields the previous calculated values for the current vehicle are set to “0”. Now click the button “**RECALC**”. The residual values are recalculated and shown in the table.

Change predefined forecast parameters for several vehicles on the Vehicle List

Activate the “**Vehicle List**” tab. Several vehicles should be shown in the vehicle list.

Select the vehicles, for which the forecast parameters shall be changed, by pressing **Ctrl+Shift** and clicking the vehicles.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Directly after the input in one of the fields the previous calculated values for the current vehicle are set to “0”. Now click the button “**RECALC**”. The residual values are recalculated and shown in the table.

Forecast a vehicle over several (Multi Forecast)

Follow the “**Vehicle Selection**” process.

Click on the “**Multiple Forecast**” tab. Click on the “**Input Setting Name**” box and enter your chosen settings name and click on the relevant settings e.g. 10,000 miles at 24 months. Click on “**Use Chosen Settings**” and click the “**Execute**” tab.

Change predefined forecast parameters for a vehicle on the “Residual Value”

Activate the “**Residual Value**” tab. The matrix shows the residual values dependent on mileage and contract duration. The predefined forecast duration and the predefined mileage are highlighted and shown in a special colour.

In the lower part of the screen change the parameters by clicking in the corresponding fields and typing in the new parameters. Now click the button “**RECALC**”. The residual values are recalculated and shown in the table. The chosen forecast duration and the chosen mileage are highlighted and shown in a special colour.

Change vehicle options for a vehicle “Vehicle Options”

Activate the “**Vehicle Options**” tab. You may choose various additional vehicle options, whose value is to be considered in the residual values forecast.

Choose the option that you want to be included in the forecast by selecting the corresponding option row.

Change the colour calculation for a vehicle “Vehicle Options”

Activate the “**Vehicle Options**” tab. The influence the vehicle colour has on the resale value can be set to positive or negative.

Select the radio-button “**good**” in order to influence the value positively and “**bad**” in order to influence the value negatively.

Change the desirability for a vehicle “Residual Value”

Activate the “**Residual Value**” tab.

Click in the field “**Desirability**” and choose a percentage in order to increase or reduce the forecast value according to the entered value. Press RECALC.

Compare a vehicle type over several countries (Single Comparator)

Activate the “**Single Comparator**” tab.

The system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to the user licence).

Compare several vehicle types (Multi Comparator)

Activate the “**Multi Comparator**” tab.

The system shows all vehicles from the Vehicle Basket compared to the active vehicle.
It is a prerequisite to have several vehicles in the Vehicle Basket.

Print a Residual Values list

Activate the “**Vehicle List**” tab.



Click the button

The system will collect all necessary information about the forecasted vehicles and print the list.

Print a Residual Values matrix for a Vehicle

Activate the “**Residual Value**” tab.



Click the button

The system will collect all necessary information about the matrix of the current vehicle and the list will be printed.

Display a chart on basis of the vehicle list

Activate the “**Vehicle List**” tab.



Click the button

The system will collect all the necessary information, open a new window and show the course of the residual values for all vehicles on the vehicle list as a chart.

Display a chart of the residual values matrix for a vehicle

Activate the “**Residual Value**” tab.



Click the button

The system will collect all the necessary information, open a new window and show the course of the Eurotax and user adjusted residual values of a current vehicle as a chart.

Display a quote for calculating a forecast

Select the “**Residual Value**” tab,

You can view a calculation method for the currently marked vehicle.



Click the button “Quote”. A new window will open, displaying the methodology for calculating the residual value forecast.

Description of the processes

New Car Forecast

To create a forecast:



Activate the button “**Toolbar**” and click “**NCF**” (New Car Forecast).



Note:

The possibilities for adjustments in the Toolbar 2 are dependant on the user licence.

Single Selection New Cars

To forecast vehicles for more than one market, select “**International**”.

Click “**Car**” to view car or “**LCV**” to view LCV.

If you select “**Fixed**”, the forecasts will be made exclusively on the basis of Eurotax data.

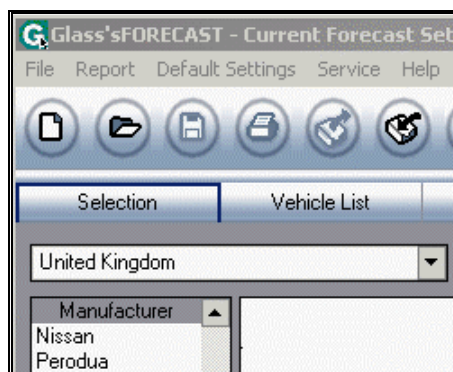
If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).



To switch back to Toolbar 1 Click on

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Single click the required **Manufacturer** e.g. “Audi”

Single click the required **Model Name** e.g. “A2”

Single click the required **Derivative** e.g. “A2 1.2 2002 MY”

Double click the required vehicle from the **Type Column** e.g. “1.4 Hatchback 5d 1390cc”

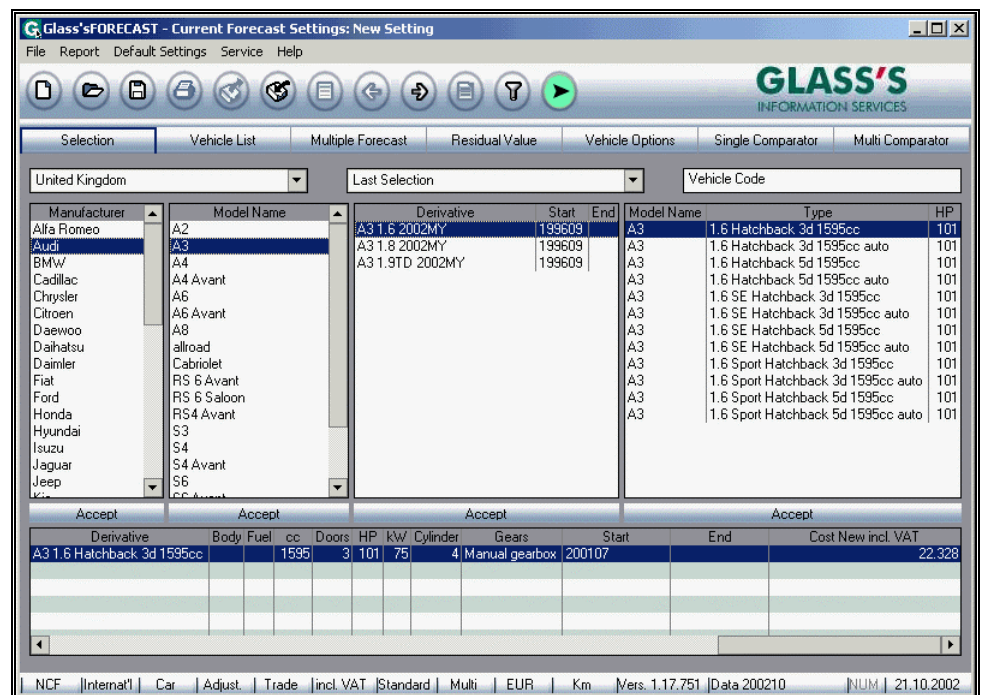
The selected vehicle will be added into the **Vehicle Basket**

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model Range e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Where the vehicle will be sold
Vehicle Code	Vehicle code

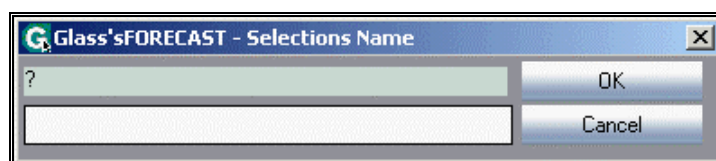
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic Capacity
Doors	No. of doors
HP	Horsepower
kW	kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicle selected

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or **Ctrl+O** and choose the selection name from the list.

To Activate **Vehicle List**



The residual value for the selected vehicle has now been Forecast and is displayed in a list format

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the vehicle:

To change the Forecast Parameters within the Vehicle List

Single click the vehicle

Change the required parameters at the bottom of the screen

Click **RECALC**

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	F'cast Period Mths	36	Contract Exp.	21.10.2005	Disposal (W)
<input type="radio"/> RECALC		Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)		
Purchase Price incl. VAT				0						

Age (Mths)	Age of the vehicle in months at the time of the forecast ((only available for used vehicles)
Del.Time (Weeks)	Delivery time for the new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
F'cast Period (Mths)	Forecast period in months
Contract Exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Desirability (%)	Desirability factor of vehicle in percentage format to increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT



Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to “0”, until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

GB **Audi A3 1.6 Hatchback 3d 1595cc**
Manual gearbox

☐ Percent ☒ Amount

Months

	6		12		18		24		30		36		42	
km/yr	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User
10.000	19.274	19.274	16.755	16.755	15.611	15.611	13.558	13.558	12.645	12.645	10.949	10.949	10.107	10.107
20.000	19.086	19.086	16.429	16.429	15.160	15.160	13.040	13.040	12.045	12.045	10.328	10.328	9.384	9.384
30.000	18.728	18.728	15.814	15.814	14.309	14.309	12.061	12.061	10.915	10.915	9.165	9.165	8.133	8.133
40.000	18.373	18.373	15.200	15.200	13.456	13.456	11.083	11.083	9.786	9.786	8.000	8.000	6.883	6.883
50.000	18.018	18.018	14.586	14.586	12.605	12.605	10.107	10.107	8.654	8.654	6.837	6.837	5.632	5.632
60.000	17.659	17.659	13.971	13.971	11.755	11.755	9.130	9.130	7.525	7.525	5.672	5.672	4.381	4.381
70.000	17.304	17.304	13.358	13.358	10.904	10.904	8.154	8.154	6.395	6.395	4.507	4.507	3.131	3.131
80.000	16.949	16.949	12.744	12.744	10.053	10.053	7.176	7.176	5.266	5.266	3.344	3.344		
90.000	16.590	16.590	12.130	12.130	9.203	9.203	6.200	6.200	4.134	4.134				

To display further information on the Vehicle:

Select the vehicle from the Vehicle List

Select the Residual Value tab from the Section tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info

Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	200107
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.002,55
Options Price	0,00
Cost New incl. Options	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (inc. Options/VAT)	22.328,00

Click on "X" to close the window

To display the Methodology behind the Residual Calculation:



Click the button **"Quote"** a new window will open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	22.328,00	22.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	22.328,00	22.328,00
Unadjusted Residual Value incl. VAT	9.904,00	9.904,00
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-227,20	-227,20
Plate incl. VAT	0,00	0,00
Colour incl. VAT		0,00
Econometric Factor incl. VAT	670,40	670,40
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.182,40	-1.182,40
Desirability [%] incl. VAT		0,0
Residual Value Amount incl. VAT	9.164,80	9.164,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Click on "X" to close the window

Vehicle Options

Standard and Optional Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that you select in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GB Audi A3 1.6 Hatchback 3d 1595cc
Manual gearbox

Option Depreciation Method
☐ As 0 %
☒ As Glass's

Colour Adjustment

	Good	Bad	Other
User	0	0	0
Glass's	265,6	-265,6	0

Seasonality on/off
☒ On
☐ Off

Cost New (excl. VAT)	19.002,55
New Price of Options (excl. VAT)	0,00
Cost New inc. Options (excl. VAT)	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (inc. Options/VAT)	22.328,00

<input checked="" type="checkbox"/>	6 CD Autochanger	64
<input checked="" type="checkbox"/>	Air Bag Passenger ()	Standar
<input checked="" type="checkbox"/>	Alarm (Volumetric)	Standar
<input checked="" type="checkbox"/>	Anti-Lock Brakes ()	Standar
<input checked="" type="checkbox"/>	Central Door Locking (Remote)	Standar
<input checked="" type="checkbox"/>	Cruise Control	52
<input checked="" type="checkbox"/>	Electric Slide/tilt Glass Sunroof with Pre-select	1.28
<input checked="" type="checkbox"/>	Electric Windows (Front)	Standar
<input checked="" type="checkbox"/>	Electronic Climate Control	2.08
<input checked="" type="checkbox"/>	Leather Upholstery	2.50
<input checked="" type="checkbox"/>	New Style Fog Lights Integrated into Front Apron	32
<input checked="" type="checkbox"/>	Paint Metallic	69
<input checked="" type="checkbox"/>	Paint Pearl Effect	69
<input checked="" type="checkbox"/>	Power-Assisted Steering ()	Standar
<input checked="" type="checkbox"/>	Satellite Navigation System	2.08
<input checked="" type="checkbox"/>	Seat Height Adjustment (Driver/Passenger)	Standar

The influence the vehicle colour has on the resale value may be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Single Comparator

Activating the "Single Comparator" tab, the system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to user licence).

Single Comparator			
Market	GB	D	
Manufacturer	Audi	AUDI	
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction	
Start/End	01.07.2001 -	01.08.2000 -	
Body Style/Doors	/3	/3	
cc	1595	1595	
kW/HP	75/101	75/102	
Fuel		Benzin	
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5	
Cylinder	4	4	
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/	
		Difference	
		Amount	%
Cost New	19.248,28	15.775,86	-3.472,41 -18
Options Price	0,00	0,00	0,00
Cost New incl. Options	19.248,28	15.775,86	-3.472,41 -18
National Car Taxes	0,00	0,00	0,00
VAT	3.079,72	2.524,14	-555,59 -18
Total Cost New (inc. Options/VAT)	22.328,00	18.300,00	-4.028,00 -18
Forecast Residual Value (amount)	0,00	10.172,00	10.172,00
Forecast Residual Value (percent)		56	56

The upper two thirds of the screen show the technical data for the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and in percent.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.

The following table provides an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Multi Selection New Cars

To forecast vehicles for more than one market, select “**International**”.

Click “**Car**” to view cars or “**LCV**” to view LCV. If you select “**Fixed**” the forecasts will be made exclusively on the basis of Eurotax data.

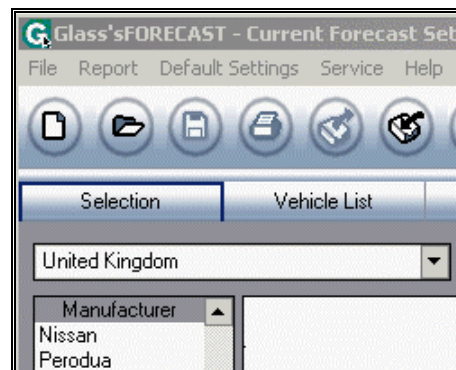
If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).



Switch back to Toolbar 1 Click on

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Single click the required **Manufacturer** e.g. “Audi”

Single click the required **Model Name** e.g. “A2”

Single click the required **Derivative** e.g. “A2 1.2 2002 MY”

Double click the required vehicle from the **Type Column** e.g. “1.4 Hatchback 5d 1390cc”

The selected vehicle will be added into the **Vehicle Basket**

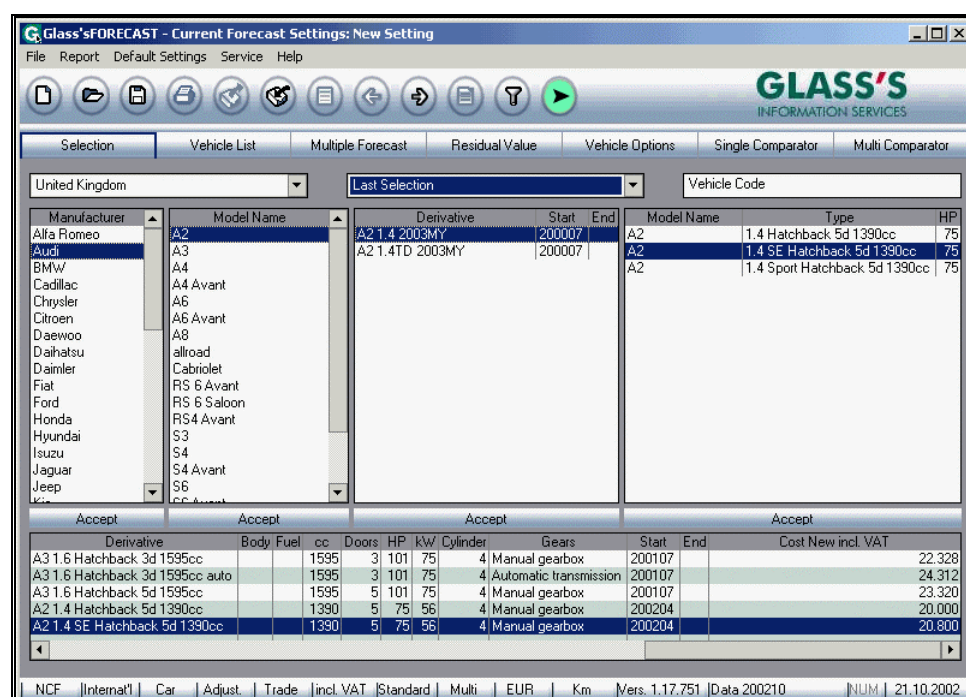
Continue with the next selections until all the vehicles which you require to forecast are in the vehicle basket.

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Where the vehicle will be sold
Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic capacity
Doors	No. of doors

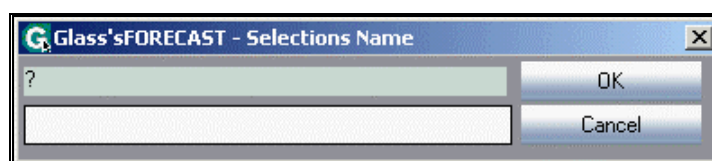
HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicles selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:



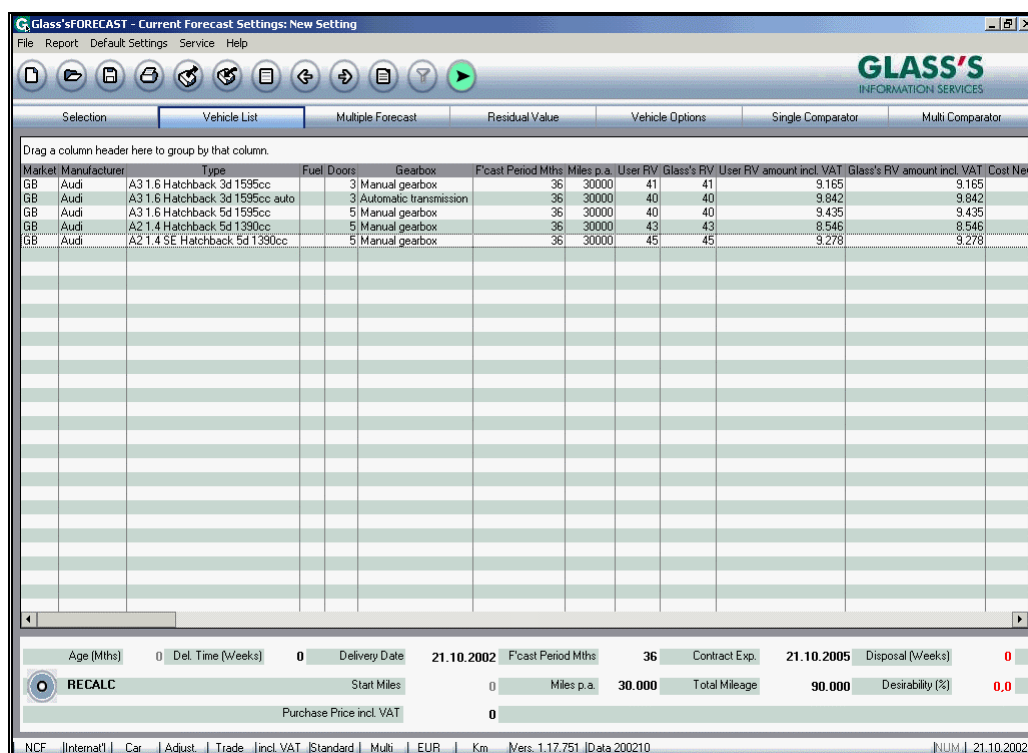
Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or “**Ctrl+O**” and choose the selection name from the list.

To activate the “Vehicle List” tab



The residual values for the selected vehicle have now been Forecast and are displayed in a list format.



Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast Parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the vehicle:

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	F'cast Period Mths	36	Contract Exp.	21.10.2005	Disposal (W)
RECALC		Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability		
Purchase Price incl. VAT				0						

Age (Mths)month	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time in weeks for a new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract Exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Desirability	Desirability factor of vehicle in percentage format to

	increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to “0”, until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicles from the **Vehicle List**

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right hand corner of the screen

At this point it is also possible to recalculate the residual values for several vehicles simultaneously. In order to achieve this, several vehicles in the table are to be marked with the **Ctrl** resp. **Shift** key. The data for these marked vehicles in the lower part of the screen may be changed straight off, e. g. the forecast period may be exceeded to 48 months etc. After that you click the **RECALC**-button and the current values are shown in the table.

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months.

Using the Buttons “**Percent/Amount**” you can switch the table between showing the residual values as % and as amount. Using the radiobuttons “**Fix/Adjust**” of the Toolbar 2 you can switch the table between showing the residual values calculated with Eurotax calculation only (fixed) or with Eurotax and user-calculation (adjusted, see below).

GB

Audi A3 1.6 Hatchback 3d 1595cc

Manual gearbox

☐ Percent
 ☒ Amount

Months

	6		12		18		24		30		36		42	
km/yr	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User	Eurotax	User
10.000	19.274	19.274	16.755	16.755	15.611	15.611	13.558	13.558	12.645	12.645	10.949	10.949	10.107	10.107
20.000	19.086	19.086	16.429	16.429	15.160	15.160	13.040	13.040	12.045	12.045	10.328	10.328	9.384	9.384
30.000	18.728	18.728	15.814	15.814	14.309	14.309	12.061	12.061	10.915	10.915	9.165	9.165	8.133	8.133
40.000	18.373	18.373	15.200	15.200	13.456	13.456	11.083	11.083	9.786	9.786	8.000	8.000	6.883	6.883
50.000	18.018	18.018	14.586	14.586	12.605	12.605	10.107	10.107	8.654	8.654	6.837	6.837	5.632	5.632
60.000	17.659	17.659	13.971	13.971	11.755	11.755	9.130	9.130	7.525	7.525	5.672	5.672	4.381	4.381
70.000	17.304	17.304	13.358	13.358	10.904	10.904	8.154	8.154	6.395	6.395	4.507	4.507	3.131	3.131
80.000	16.949	16.949	12.744	12.744	10.053	10.053	7.176	7.176	5.266	5.266	3.344	3.344		
90.000	16.590	16.590	12.130	12.130	9.203	9.203	6.200	6.200	4.134	4.134				

To display further information on the Vehicle:

Select the vehicle from the *Vehicle List*

Select the *Residual Value* tab from the *Section* tabs

Click the *Vehicle Link* (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	200107
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.002,55
Options Price	0,00
Cost New incl. Options	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (inc. Options/VAT)	22.328,00

Click on “X” to close the window

To display the Methodology behind the Residual Calculation:



Click the button “Quote” a new will window open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	22.328,00	22.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	22.328,00	22.328,00
Unadjusted Residual Value incl. VAT	9.904,00	9.904,00
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-227,20	-227,20
Plate incl. VAT	0,00	0,00
Colour incl. VAT		0,00
Econometric Factor incl. VAT	670,40	670,40
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.182,40	-1.182,40
Desirability (%) incl. VAT		0,0
Residual Value Amount incl. VAT	9.164,80	9.164,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Click on “X” to close window

Vehicle Options

Standard and Option Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that is selected in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GB Audi A3 1.6 Hatchback 3d 1595cc
Manual gearbox

Option Depreciation Method
☐ As 0 %
☒ As Glass's

Colour Adjustment
 Good Bad Other
 User 0 0 0
 Glass's 265,6 -265,6 0

Seasonality on/off On ☒ Off ☐

Cost New (excl. VAT)	19.002,55
New Price of Options (excl. VAT)	0,00
Cost New incl. Options (excl. VAT)	19.002,55
National Car Taxes	0,00
VAT	3.325,45
Total Cost New (incl. Options/VAT)	22.328,00

<input checked="" type="checkbox"/> 6 CD Autochanger	64
<input checked="" type="checkbox"/> Air Bag Passenger ()	Standar
<input checked="" type="checkbox"/> Alarm (Volumetric)	Standar
<input checked="" type="checkbox"/> Anti-Lock Brakes ()	Standar
<input checked="" type="checkbox"/> Central Door Locking (Remote)	Standar
<input checked="" type="checkbox"/> Cruise Control	52
<input checked="" type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.28
<input checked="" type="checkbox"/> Electric Windows (Front)	Standar
<input checked="" type="checkbox"/> Electronic Climate Control	2.08
<input checked="" type="checkbox"/> Leather Upholstery	2.50
<input checked="" type="checkbox"/> New Style Fog Lights Intergrated into Front Apron	32
<input checked="" type="checkbox"/> Paint Metallic	69
<input checked="" type="checkbox"/> Paint Pearl Effect	69
<input checked="" type="checkbox"/> Power-Assisted Steering ()	Standar
<input checked="" type="checkbox"/> Satellite Navigation System	2.08
<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standar

The influence the vehicle colour has on the resale value may here be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Activating the “**Multi Comparator**” the system displays all vehicles in the Vehicle Basket compared to the active vehicle.

Multi Comparator					
Market	GB	GB	GB		
Manufacturer	Audi	Audi	Audi		
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Hatchback 3d 1595cc auto	A3 1.6 Hatchback 5d 1595cc		
Start/End	01.07.2001 -	01.07.2001 -	01.07.2001 -		
Body Style/Doors	/3	/3	/5		
cc	1595	1595	1595		
kW/HP	75/101	75/101	75/101		
Fuel					
Transmission/Gears	Manual gearbox/5	Automatic transmission/4	Manual gearbox/5		
Cylinder	4	4	4		
Drive Type/Engine Position	Front wheel drive/	Front wheel drive/	Front wheel drive/		
		Difference	Difference		
		Amount	Amount		
Cost New	19.002,55	20.691,06	19.846,81		
Options Price	0,00	1.688,51	844,26		
Cost New incl. Options	19.002,55	20.691,06	19.846,81		
National Car Taxes	0,00	0,00	0,00		
VAT	3.325,45	3.620,94	3.473,19		
Total Cost New (incl. Options/VAT)	22.328,00	24.312,00	23.320,00		
Forecast Residual Value (amount)	9.164,80	9.841,60	9.435,20		
Forecast Residual Value (percent)	41	40	40		

The upper two thirds of the screen show technical data of the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and percentages.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.

The following table gives an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	

Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Used Car Forecast

To create a forecast do the following:



Activate the button ”Toolbar” and click “UCF” (for Used Car Forecast).



Note:

The possibilities for adjustments in the Toolbar 2 are dependent on the user licence.

Single Selection Used Cars

To forecast vehicles for more than one market, select “**International**”.

Click “**Car**” to view cars or “**LCV**” to view LCV’s

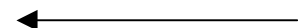
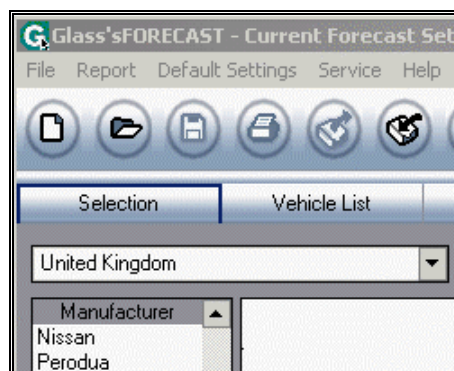
If you select “**Fixed**” the forecasts will be made exclusively on the basis of Eurotax data.

If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).

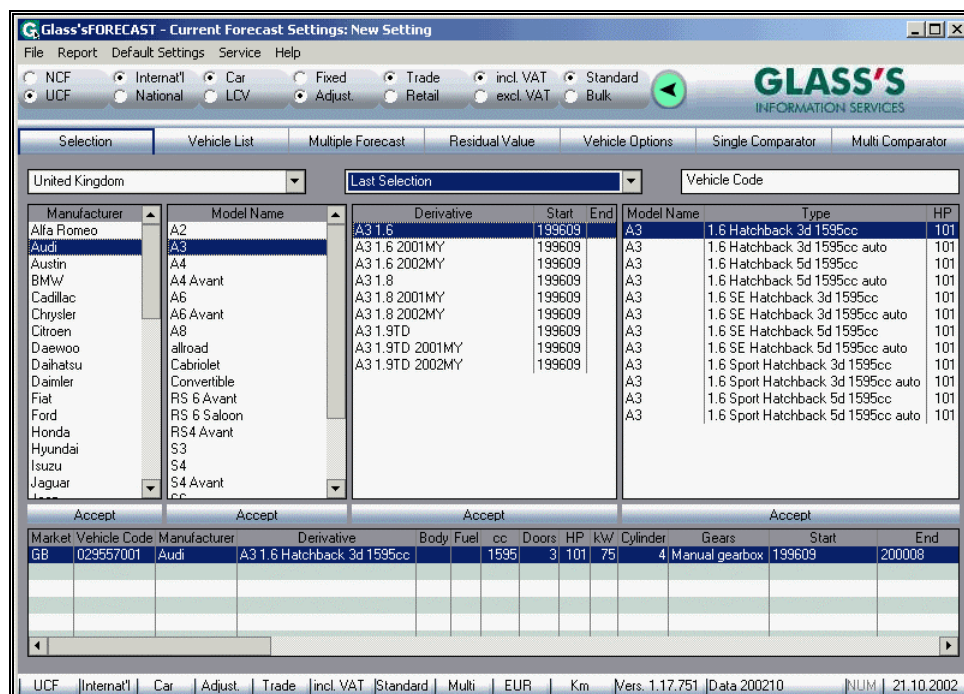


Switch back to Toolbar 1 Click on . Select the required market. The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the vehicle basket

Repeat as necessary



Explanation of the Selection Column Readings:	
Manufacturer	Manufacturer
Model Name	Model Range e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Market	Where the vehicle will be sold
---------------	--------------------------------

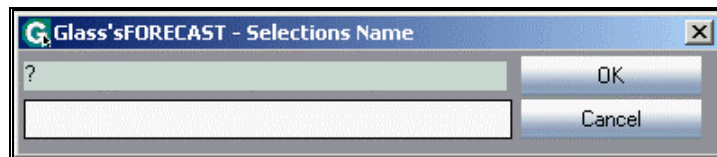
Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel, i. e. Super, Diesel
CC	Cubic capacity
Doors	No. of doors
HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
List price	List price of the new car in current currency



To **Save** vehicle selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:



Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click **File, Open** or “**Ctrl+O**” and choose the selection name from the list.

To activate the “**Vehicle List**” tab



The residual value for the selected vehicle has now been Forecast and is displayed in a list format.

Glass'sFORECAST - Current Forecast Settings: New Setting

File Report Default Settings Service Help

GLASS'S
INFORMATION SERVICES

Selection Vehicle List Multiple Forecast Residual Value Vehicle Options Single Comparator Multi Comparator

Drag a column header here to group by that column.

Market	Manufacturer	Type	Fuel	Doors	Gearbox	Forecast Period Mths	Miles p.a.	User RV	Glass's RV	User RV amount incl. VAT	Glass's RV amount incl. VAT	Cost New incl. VAT
GB	Audi	A3 1.6 Hatchback 3d 1595cc		3	Manual gearbox	36	30000	41	41	9.573	9.573	23.328

Age (Mths) 0 Del. Time (Weeks) 0 Delivery Date 21.10.2002 Forecast Period Mths 36 Contract Exp. 21.10.2005 Disposal (Weeks) 0

RECALC Start Miles 0 Miles p.a. 30.000 Total Mileage 90.000 Desirability (%) 0.0

Purchase Price incl. VAT 0

UCF Internal Car Adjust Trade incl. VAT Standard Multi EUR Km Vers. 1.17.751 Data 200210 NUM 21.10.2002

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic
Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %



Certain Forecast parameters can be modified. In the bottom area of the screen are input fields which can be used to define the basic parameters for the calculation of the vehicle:

To change the Forecast Parameters within a Vehicle List:

Single click the Vehicle

Change the required parameters at the bottom of the screen

Click **RECALC**

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	Forecast Period (Mths)	36	Contract Exp.	21.10.2005	Disposal (Weeks)	0
RECALC		Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)	0,0		
		Purchase Price incl. VAT	0								

Age (Mths)	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time for the new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract Exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed.
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period) divided by 12 (mths)
Desirability (%)	Desirability factor of vehicle in percentage format to increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to “0”, until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

GB **Audi A3 1.6 Hatchback 3d 1595cc**
Manual gearbox

☐ Percent ☒ Amount

Months

	6		12		18		24		30		36		42	
km/yr	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User
10.000	20.136	20.136	17.506	17.506	16.312	16.312	14.166	14.166	13.213	13.213	11.438	11.438	10.562	10.562
20.000	19.941	19.941	17.165	17.165	15.838	15.838	13.622	13.622	12.584	12.584	10.790	10.790	9.803	9.803
30.000	19.568	19.568	16.523	16.523	14.949	14.949	12.603	12.603	11.403	11.403	9.573	9.573	8.498	8.498
40.000	19.195	19.195	15.882	15.882	14.061	14.061	11.581	11.581	10.222	10.222	8.358	8.358	7.190	7.190
50.000	18.824	18.824	15.240	15.240	13.171	13.171	10.560	10.560	9.043	9.043	7.142	7.142	5.883	5.883
60.000	18.451	18.451	14.598	14.598	12.282	12.282	9.539	9.539	7.862	7.862	5.926	5.926	4.578	4.578
70.000	18.080	18.080	13.957	13.957	11.392	11.392	8.518	8.518	6.683	6.683	4.710	4.710	3.270	3.270
80.000	17.707	17.707	13.315	13.315	10.502	10.502	7.498	7.498	5.502	5.502	3.494	3.494		
90.000	17.336	17.336	12.674	12.674	9.614	9.614	6.475	6.475	4.323	4.323				

To display further information on the Vehicle:

Select the vehicle from the Vehicle List

Select the Residual Value tab from the Section tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open and display vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info

Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	199609
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.853,62
Options Price	0,00
Cost New incl. Options	19.853,62
National Car Taxes	0,00
VAT	3.474,38
Total Cost New (inc. Options/VAT)	23.328,00

Click on "X" to close window

To display the Methodology behind the Residual Calculation:



Switch back to Toolbar 1



Click the button "Quote" a new window will open displaying the methodology for calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	23.328,00	23.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	23.328,00	23.328,00
Unadjusted Residual Value incl. VAT	10.347,20	10.347,20
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-236,80	-236,80
Plate incl. VAT	0,00	0,00
Colour incl. VAT		0,00
Econometric Factor incl. VAT	699,20	699,20
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.236,80	-1.236,80
Desirability (%) incl. VAT		0,0
Residual Value Amount incl. VAT	9.572,80	9.572,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Vehicle Options

Standard and Optional Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast.

Each option, that you select in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GB Audi A3 1.6 Hatchback 3d 1595cc Manual gearbox																																									
Option Depreciation Method <input type="radio"/> As 0 % <input checked="" type="radio"/> As Glass's																																									
Colour Adjustment Good Bad Other User 0 0 0 Glass's 265,6 -265,6 0																																									
Seasonality on/off On Off																																									
Cost New (excl. VAT) 19.853,62 New Price of Options (excl. VAT) 0,00 Cost New inc. Options (excl. VAT) 19.853,62 National Car Taxes 0,00 VAT 3.474,38 Total Cost New (inc. Options/VAT) 23.328,00																																									
		<table border="1"> <tr><td><input type="checkbox"/></td><td>6 CD Autochanger</td><td>645</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Alarm (Unspecified)</td><td>Standard</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Cruise Control</td><td>521</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Electric Slide/tilt Glass Sunroof with Pre-select</td><td>1.282</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Electronic Climate Control</td><td>2.081</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Electronic Stability Programme (ESP)</td><td>1.188</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Heated Front Screen ()</td><td>Standard</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Leather Upholstery</td><td>2.502</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Paint Metallic</td><td>690</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Paint Pearl Effect</td><td>690</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Satellite Navigation System</td><td>2.765</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Seat Height Adjustment (Driver/Passenger)</td><td>Standard</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Traction Control - EDL</td><td>615</td></tr> </table>	<input type="checkbox"/>	6 CD Autochanger	645	<input checked="" type="checkbox"/>	Alarm (Unspecified)	Standard	<input checked="" type="checkbox"/>	Cruise Control	521	<input checked="" type="checkbox"/>	Electric Slide/tilt Glass Sunroof with Pre-select	1.282	<input checked="" type="checkbox"/>	Electronic Climate Control	2.081	<input checked="" type="checkbox"/>	Electronic Stability Programme (ESP)	1.188	<input checked="" type="checkbox"/>	Heated Front Screen ()	Standard	<input checked="" type="checkbox"/>	Leather Upholstery	2.502	<input checked="" type="checkbox"/>	Paint Metallic	690	<input checked="" type="checkbox"/>	Paint Pearl Effect	690	<input checked="" type="checkbox"/>	Satellite Navigation System	2.765	<input checked="" type="checkbox"/>	Seat Height Adjustment (Driver/Passenger)	Standard	<input checked="" type="checkbox"/>	Traction Control - EDL	615
<input type="checkbox"/>	6 CD Autochanger	645																																							
<input checked="" type="checkbox"/>	Alarm (Unspecified)	Standard																																							
<input checked="" type="checkbox"/>	Cruise Control	521																																							
<input checked="" type="checkbox"/>	Electric Slide/tilt Glass Sunroof with Pre-select	1.282																																							
<input checked="" type="checkbox"/>	Electronic Climate Control	2.081																																							
<input checked="" type="checkbox"/>	Electronic Stability Programme (ESP)	1.188																																							
<input checked="" type="checkbox"/>	Heated Front Screen ()	Standard																																							
<input checked="" type="checkbox"/>	Leather Upholstery	2.502																																							
<input checked="" type="checkbox"/>	Paint Metallic	690																																							
<input checked="" type="checkbox"/>	Paint Pearl Effect	690																																							
<input checked="" type="checkbox"/>	Satellite Navigation System	2.765																																							
<input checked="" type="checkbox"/>	Seat Height Adjustment (Driver/Passenger)	Standard																																							
<input checked="" type="checkbox"/>	Traction Control - EDL	615																																							

The influence the vehicle colour has on the resale value can be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Activating the “**Single Comparator**” tab the system shows all vehicle types from other available markets that are comparable to the active vehicle (subject to user licence).

Single Comparator			
Market	GB	D	
Manufacturer	Audi	AUDI	
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction	
Start/End	01.09.1996 - 01.08.2000	01.09.1996 - 01.07.2000	
Body Style/Doors	/3	/3	
cc	1595	1595	
kW/HP	75/101	74/101	
Fuel		Benzin	
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5	
Cylinder	4	4	
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/	
		Difference	
		Amount	%
Cost New	20.110,34	14.721,68	-5.388,66 -27
Options Price	0,00	0,00	0,00
Cost New incl. Options	20.110,34	14.721,68	-5.388,66 -27
National Car Taxes	0,00	0,00	0,00
VAT	3.217,66	2.395,47	-862,19 -27
Total Cost New (inc. Options/VAT)	23.328,00	17.077,15	-6.250,85 -27
Forecast Residual Value (amount)	0,00	9.703,00	9.703,00
Forecast Residual Value (percent)		57	57

The upper two thirds of the screen show the technical data for the compared vehicles. In the lower third you can see a comparison of prices and residual values as amounts and in percent.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible by scrolling to the right with the scrollbar below the comparator.

The following table provides an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

Multi Selection Used Cars

To forecast vehicles for more than one market, select “**International**”. If you select “**National**” only cars from the current market will be compared.

Click “**Car**” to cars or “**LCV**” to view LCV’S

If you select “**Fixed**” the forecasts will be made exclusively on the basis of Eurotax data.

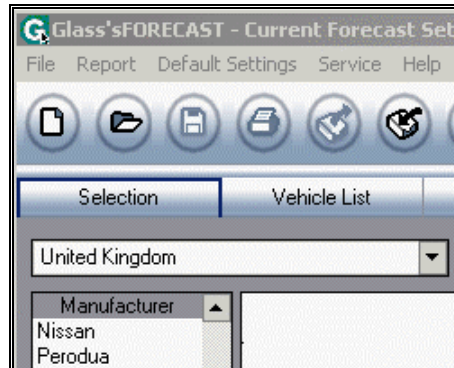
If you select “**Adjust**” the parameters set by the user will also be used for the calculation of the forecasts.

If you select “**Percent**” in the evaluations you get data in percent and “**Amount**” delivers absolute values (amounts).



Switch back to Toolbar 1 Click on

Select the required market The market selection is made by opening the **drop down box** in the upper left corner and selecting the desired **Market**.



To add a vehicle into the Vehicle Basket

Single click the required **Manufacturer** e.g. “Audi”

Single click the required **Model Name** e.g. “A2”

Single click the required **Derivative** e.g. “A2 1.2 2002 MY”

Double click the required vehicle from the **Type Column** e.g. “1.4 Hatchback 5d 1390cc”

The selected vehicle will be added into the **Vehicle Basket**

Continue with the next selection until all the vehicles which you require to forecast are in the vehicle basket.

To delete a vehicle from the Vehicle Basket

Single click the vehicle to be deleted from the Basket

Press [DELETE]

Repeat as necessary



Explanation of the Selection Column Headings:

Manufacturer	Manufacturer
Model Name	Model e.g. A2, A3, A4
Derivative	Model type name
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production
Type	Model type in detail (not U.K. market)
HP	Horsepower

Explanation of the Vehicle Basket Headings:

Market	Market
Vehicle Code	Vehicle code
Manufacturer	Manufacturer
Derivative	Model type
Body	Body type e.g. Saloon, Hatchback
Fuel	Fuel type e.g. Petrol, Diesel
CC	Cubic capacity
Doors	No. of doors
HP	Horsepower
kW	Kilowatts
Cylinder	No. of cylinders
Gears	Gearbox type e.g. Manual or Automatic
Start	Year and month of vehicle introduction
End	Year and month when the vehicle finished production



List price	List price of the new car in current currency
-------------------	---

To **Save** vehicles selected:

Single click **File, Save** or **Ctrl+S**

The following window opens:

Type in a name for your selection and click **OK**.

You can later restore the saved selection. Single click “**File, Open**” or “**Ctrl+O**” and choose the selection name from the list.

To activate the “**Vehicle List**” tab

The residual values for the selected vehicle have now been Forecast and are displayed in a list format.

Explanation of the Vehicle List Headings:

Market	Where the vehicle will be sold
Manufacturer	Manufacturer
Type	Model type
Fuel	Fuel type e.g. Petrol, Diesel
Doors	No. of doors
Gearbox	Gearbox type e.g. Manual or Automatic



Forecast Period Mths	Forecast period in months
Miles p.a.	Planned mileage p.a.
User RV	User adjusted residual value as %
Eurotax RV	Eurotax residual value as %
User RV amount	User adjusted residual value as amount
Eurotax RV amount	Eurotax residual value as amount
Cost new	New price of the new car in current currency
Purchase Price	Purchase Price of the vehicle
Purchase Price %	Purchase Price of the vehicle in %

Certain Forecast Parameters can be modified. In the bottom area of the screen are input fields which can be used to define basic parameters for the calculation of the current vehicle:

Age (Mths)	0	Del. Time (Weeks)	0	Delivery Date	21.10.2002	Forecast Period Mths	36	Contract Exp.	21.10.2005	Disposal (Weeks)	0
RECALC		Start Miles	0	Miles p.a.	30.000	Total Mileage	90.000	Desirability (%)	0,0		
		Purchase Price incl. VAT	0								

Age (Mths)	Age of the vehicle in months at the time of the forecast (only available for used vehicles)
Del.Time	Delivery time in weeks for a new vehicle (only available for new vehicles)
Delivery Date	Expected delivery date for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Contract exp.	Contract expiry date
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed
RECALC	Recalculate the residual values (after changing parameters)
Start Miles	Start mileage at the time of the forecast (only available for used vehicles)
Miles p.a.	Planned number of miles per year for the vehicle
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Desirability	Desirability factor of a vehicle I percentage format to increase or decrease forecast value
Purchase Price	Purchase Price of the vehicle incl. VAT

Directly after the input in one of the fields the previous calculated forecast values for the current vehicle are set to "0", until the recalculation is started.

Residual Value:

Residual values for each vehicle are shown in a matrix format with values dependent on mileage and contract duration. The predefined contract duration and mileage are highlighted in red within the matrix. Values can be shown in either percentage or value amount and it is possible to see the methodology behind the residual value calculation.. The Forecast parameters can be modified for each vehicle as described in the previous section.

To change the format of the values within the matrix:

Select the relevant vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tab

Click the required radio button **Percent/Amount** in the top right corner of the screen

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months

At this point it is also possible to recalculate the residual values for several vehicles simultaneously. In order to achieve this, several vehicles in the table are to be marked with the **Ctrl** resp. **Shift** key. The data for these marked vehicles in the lower part of the screen may be changed straight off, e. g. the forecast period may be exceeded to 48 months etc. After that you click the **RECALC**-button and the current values are shown in the table.

The scrollbar at the bottom of the matrix enables you to see durations from 6 up to 72 months.

Using the Buttons “**Percent/Amount**” you can switch the table between showing the residual values as % and as amount. Using the radiobuttons “**Fix/Adjust**” of the Toolbar 2 you can switch the table between showing the residual values calculated with Eurotax calculation only (fixed) or with Eurotax and user-calculation (adjusted, see below).

GB

Audi A3 1.6 Hatchback 3d 1595cc

Manual gearbox

☐ Percent

☒ Amount

Months

km/yr	6		12		18		24		30		36		42	
	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User
10.000	20.136	20.136	17.506	17.506	16.312	16.312	14.166	14.166	13.213	13.213	11.438	11.438	10.562	10.562
20.000	19.941	19.941	17.165	17.165	15.838	15.838	13.622	13.622	12.584	12.584	10.790	10.790	9.803	9.803
30.000	19.568	19.568	16.523	16.523	14.949	14.949	12.603	12.603	11.403	11.403	9.573	9.573	8.498	8.498
40.000	19.195	19.195	15.882	15.882	14.061	14.061	11.581	11.581	10.222	10.222	8.358	8.358	7.190	7.190
50.000	18.824	18.824	15.240	15.240	13.171	13.171	10.560	10.560	9.043	9.043	7.142	7.142	5.883	5.883
60.000	18.451	18.451	14.598	14.598	12.282	12.282	9.539	9.539	7.862	7.862	5.926	5.926	4.578	4.578
70.000	18.080	18.080	13.957	13.957	11.392	11.392	8.518	8.518	6.683	6.683	4.710	4.710	3.270	3.270
80.000	17.707	17.707	13.315	13.315	10.502	10.502	7.498	7.498	5.502	5.502	3.494	3.494		
90.000	17.336	17.336	12.674	12.674	9.614	9.614	6.475	6.475	4.323	4.323				

To display further information on a Vehicle:

Select the vehicle from the Vehicle List

Select the **Residual Value** tab from the **Section** tabs

Click the Vehicle Link (vehicle name) in the top left hand corner of the screen. A new window will open displaying vehicle information relevant to the vehicle selected:

Glass'sFORECAST - Vehicle Info	
Market	GB
Manufacturer	Audi
Type	A3 1.6 Hatchback 3d 1595cc
Start	199609
Body	
cc	1595
HP	101
Fuel	
Gearbox	Manual gearbox
Cylinder	4
Drive Type	Front wheel drive
List Price	19.853,62
Options Price	0,00
Cost New incl. Options	19.853,62
National Car Taxes	0,00
VAT	3.474,38
Total Cost New (inc. Options/VAT)	23.328,00

Click on “X” to close the windowTo display the Methodology behind the Residual Calculation



Click the button “Quote” a new window open displaying the methodology of calculating the residual value forecast.

Glass'sFORECAST - Methodology		
Glass'sFORECAST		
Audi A3 1.6 Hatchback 3d 1595cc		
Print	Glass's	User
Cost New incl. VAT	23.328,00	23.328,00
Options Price incl. VAT	0,00	0,00
Cost New (inc. Options) incl. VAT	23.328,00	23.328,00
Unadjusted Residual Value incl. VAT	10.347,20	10.347,20
Options incl. VAT	0,00	0,00
Seasonality incl. VAT	-236,80	-236,80
Plate incl. VAT	0,00	0,00
Colour incl. VAT	0,00	0,00
Econometric Factor incl. VAT	699,20	699,20
Lifecycle depreciation incl. VAT	0,00	0,00
Mileage incl. VAT	-1.236,80	-1.236,80
Desirability (%) incl. VAT	0,0	0,0
Residual Value Amount incl. VAT	9.572,80	9.572,80
Residual Value Percent	41	41

Here you see the calculation method for the selected vehicle. The comparison between the Eurotax Data and the values referring to the user's calculation are shown here.

Vehicle Options

Standard and Option Fit Vehicle Options are listed for each vehicle based on the Eurotax data sources. The Optional Fit items can be selected for a vehicle as these may have a bearing on the calculated forecast. Each option, that is selected in the column, will be counted. Already ticked options are standard options which cannot be deselected.

GB Audi A3 1.6 Hatchback 3d 1595cc
Manual gearbox
Option Depreciation Method
☐ As 0 %
☒ As Glass's
Colour Adjustment

	Good	Bad	Other
User	0	0	0
Glass's	265,6	-265,6	0

Seasonality on/off ☒ On ☐ Off

Cost New (excl. VAT)	19.853,62
New Price of Options (excl. VAT)	0,00
Cost New inc. Options (excl. VAT)	19.853,62
National Car Taxes	0,00
VAT	3.474,38
Total Cost New (inc. Options/VAT)	23.328,00

<input type="checkbox"/> 6 CD Autochanger	645
<input checked="" type="checkbox"/> Alarm (Unspecified)	Standard
<input type="checkbox"/> Cruise Control	521
<input type="checkbox"/> Electric Slide/tilt Glass Sunroof with Pre-select	1.282
<input type="checkbox"/> Electronic Climate Control	2.081
<input type="checkbox"/> Electronic Stability Programme (ESP)	1.188
<input checked="" type="checkbox"/> Heated Front Screen ()	Standard
<input type="checkbox"/> Leather Upholstery	2.502
<input type="checkbox"/> Paint Metallic	630
<input type="checkbox"/> Paint Pearl Effect	630
<input checked="" type="checkbox"/> Satellite Navigation System	2.765
<input checked="" type="checkbox"/> Seat Height Adjustment (Driver/Passenger)	Standard
<input type="checkbox"/> Traction Control - EDL	615

The influence the vehicle colour has on the resale value may here be set to positive or negative.

Seasonality is a calculation method dependent on seasons. It can be switched on and off.

In the left lower corner various price information are shown, partly influenced by the chosen vehicle options.

Multi Comparator

Activating the “**Multi Comparator**” tab the system displays all vehicles the Vehicle Basket compared to the active vehicle.

Multi Comparator					
Market	GB		GB		GB
Manufacturer	Audi		Audi		Audi
Type	A3 1.6 Hatchback 5d 1595cc		A3 1.6 Hatchback 3d 1595cc auto		A3 1.6 Hatchback 5d 1595cc
Start/End	01.08.1999 - 01.08.2000		01.07.2001 -		01.07.2001 -
Body Style/Doors	/5		/3		/5
cc	1595		1595		1595
kW/HP	75/101		75/101		75/101
Fuel					
Transmission/Gears	Manual gearbox/5		Automatic transmission/4		Manual gearbox/5
Cylinder	4		4		4
Drive Type/Engine Position	Front wheel drive/		Front wheel drive/		Front wheel drive/
			Difference		Difference
			Amount	%	Amount %
Cost New	20.738,72		20.691,06	1.688,51 9	19.846,81 844,26 4
Options Price	0,00		0,00	0,00	0,00 0,00
Cost New incl. Options	20.738,72		20.691,06	1.688,51 9	19.846,81 844,26 4
National Car Taxes	0,00		0,00	0,00	0,00 0,00
VAT	3.629,28		3.620,94	295,49 9	3.473,19 147,74 4
Total Cost New (inc. Options/VAT)	24.368,00		24.312,00	1.984,00 9	23.320,00 992,00 4
Forecast Residual Value (amount)	9.857,60		9.841,60	676,80 7	9.435,20 270,40 3
Forecast Residual Value (percent)	40		40	-1 -1	40 -1 -1

The upper two thirds of the screen show technical data of the vehicle. In the lower third you can see a comparison of prices and residual values as amounts and percentages.



Dependent on the resolution of the monitor you will see 3 or more vehicles at a time on the screen. The vehicles which are not shown can be made visible scrolling to the right with the scrollbar below the comparator.

The following table gives an overview, during which process step the functions report, chart and export are available:

Tab	Report	Chart	Export
Selection			
Vehicle List	X	X	X
Residual Value	X	X	
Vehicle Options	X		
Single Comparator	X		
Multi Comparator	X		
Bulk List	X		X

X = the function is available

You will find the description of the functions on the chapters “Reports”, “Charts” and “Import and Export”.

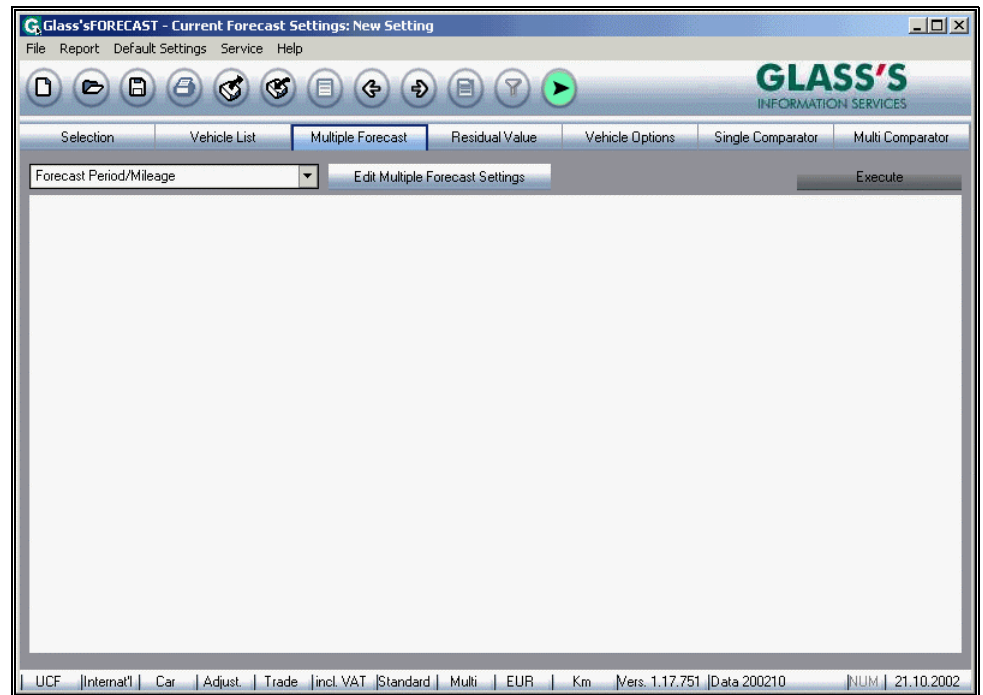
Multiple Forecast

Multiple Forecast enables the user to forecast up to 199 vehicles over different parameters.

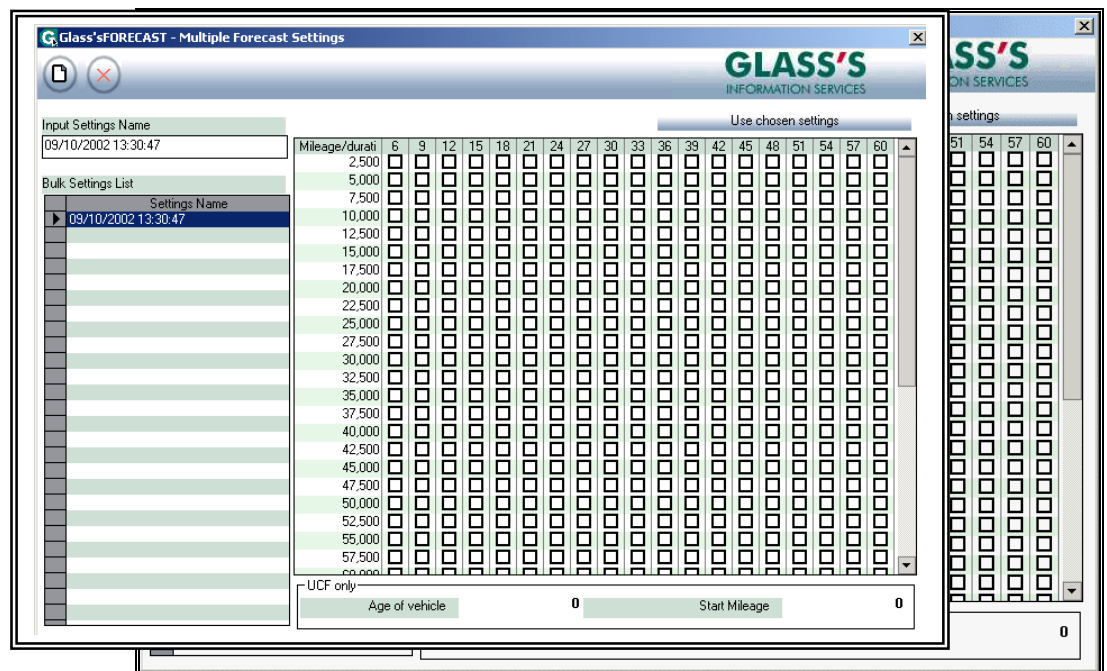
To use this function first follow the “Vehicle Selection” process, once you have selected the required vehicle(s):

Single click on the “Vehicle List” tab

Single click on “Multiple Forecast” tab



Single click “Edit Multiple Forecast Settings”



Single click in the “Input Settings Name” box, enter your chosen settings name

Single click on the relevant settings e.g. 10,000 miles at 24 months

Single click “Use Chosen Settings”

This returns back to Current Forecast Settings: New Setting

Single click “Execute” tab

Click Yes if you have completed all settings and No to reselect

Glass'sFORECAST - Current Forecast Settings: New Setting

File Report Default Settings Service Help

Selection Vehicle List **Multiple Forecast** Residual Value Vehicle Options Single Comparator Multi Comparator

Forecast Period/Mileage Edit Multiple Forecast Settings Execute

Drag a column header here to group by that column.

Market	Manufacturer	Type	Fuel	Doors	Gearbox	Forecast Period	Miles p. a.	User RV %	Glass's
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	6	2500	87	
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	9	5000	81	
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	12	7500	75	
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	15	10000	72	
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	18	12500	69	
GB	Audi	A3 1.6 Hatchback 3i		3	Manual gearbox	24	10000	61	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	6	2500	85	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	9	5000	80	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	12	7500	74	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	15	10000	70	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	18	12500	68	
GB	Audi	A3 1.6 Hatchback 3i		3	Automatic transmissi	24	10000	60	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	6	2500	86	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	9	5000	80	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	12	7500	74	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	15	10000	71	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	18	12500	68	
GB	Audi	A3 1.6 Hatchback 5i		5	Manual gearbox	24	10000	60	

UCF Internal Car Adjust Trade incl VAT Standard Multi EUR Km Vers. 1.17.751 Data 200210 NUM 21.10.2002



To export results: Click on “Export” tab

The fields to be exported are displayed. The user can deselect items as desired

Glass'sFORECAST - Export

Items to export

Market	<input checked="" type="checkbox"/>
Vehicle Code	<input checked="" type="checkbox"/>
Manufacturer	<input checked="" type="checkbox"/>
Vehicle Info	<input checked="" type="checkbox"/>
Delivery Date	<input checked="" type="checkbox"/>
Forecast Period Mths	<input checked="" type="checkbox"/>
List Price	<input checked="" type="checkbox"/>
New Price of Options (inc. VAT)	<input checked="" type="checkbox"/>
Total Mileage	<input checked="" type="checkbox"/>
Miles p. a.	<input checked="" type="checkbox"/>
Start Miles	<input checked="" type="checkbox"/>
User RV %	<input checked="" type="checkbox"/>
Glass's RV %	<input checked="" type="checkbox"/>
User RV amount	<input checked="" type="checkbox"/>
Glass's RV amount	<input checked="" type="checkbox"/>
Vehicle Options	<input checked="" type="checkbox"/>
Disposal (Weeks)	<input checked="" type="checkbox"/>
Desirability (%)	<input checked="" type="checkbox"/>
Settings	<input checked="" type="checkbox"/>
External Code	<input checked="" type="checkbox"/>

Start Export Cancel

Single click “Start Export”

Name, then select the file location

Bulk Forecast

Bulk Forecast enables the user to forecast more than 199 vehicles over different parameters.

To create a Bulk Forecast:

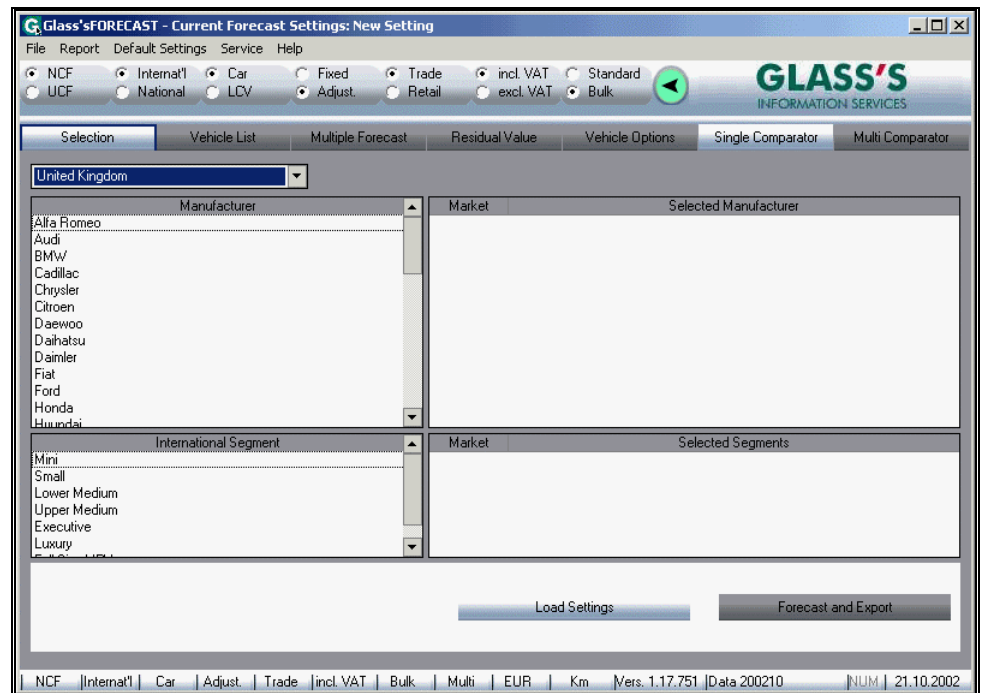


Activate the button **Bulk**



Note: The Bulk facility is dependent on the user licence

To make a “Bulk” vehicle selection:



Select the relevant manufacturer(s)

Single click on the required manufacturer and either drag and drop or double click into the “Selected Manufacturers” area

Select from the “International Segment” the required vehicle market category e.g. small, lower medium

NB: more than one market category may be selected

Single click the required category and either drag and drop or double click into the Selected Segments area

Single click on “Load Settings” to specify “Multiple Forecast Settings”

To create a new Setting:

Single click in the “Input Settings Name” box, enter your chosen settings name

Single click on the relevant settings e.g. 10,000 miles at 24 months

Single click “Use Chosen Settings”

This returns back to Current Forecast Settings: New Setting

Single click on “Forecast and Export” tab, click on Yes if you have completed all settings or No to reselect

The fields to be exported are displayed. The user can deselect items as desired

Single click “Start Export”

Name, then select the file location

Import and Export

Export

Activate the vehicle selection.

Open the drop down box in the upper left corner and select a market from which you want to choose a vehicle e.g. United Kingdom

Select Vehicles then bring them into the vehicle basket.

Activate the tab “**Vehicle List**”

All vehicles of the vehicle basket are shown in a list, forecast values are shown as well.



Click on the button “**Export**” or open the menu “**File - Export**”.

A dialog box will open, where you can enter a file name and select a directory which shall be used to store the exported data. Vehicle information and forecast values will be exported. A selection from predefined fields can also be made.



The export file will be saved in **.CSV**-format.

Import



Click on the button “**Import**” or open the menu “**File – Import**”

A dialog box will open, where you can select a directory and the file to be imported. Vehicle codes can be imported.

The file format of the import file is **.CSV**.

After the import is finished, the system will open the tab “**Vehicle List**” and show the imported vehicles with their currently calculated residual values (based on the current settings).

File description :

File-Format : ASCII

Field-Separator : „“

Character-Fields : shall begin and end with quotation marks

Character-Set : Windows-ANSI

Record-Separator : CRLF

Default-Filename : avImpNATCODE.csv

Data structure :

Field name	Type	Length	Decimal places	Comments
Market	C	2	0	See below
NatCode	C	13	0	Vehicle code
NatCodeProvider	C	10	0	See below

Comments :

Data types : C = Character, N = numeric, D = Date (YYYYMMDD)

Decimal places : are included in length

(example: Length = 10, decimal places = 2 means 7 places left of decimal point/decimal comma)

Valid values for Market are :

GB = England

DE = Germany

Valid values for NatCodeProvider are :

GLA = Eurotax (indicates that imported vehicle codes are Glass's codes)

ETS = EurotaxSchwacke (indicates that imported vehicle codes are Schwacke-Codes)

If more information about import files is required please contact the Hotline.

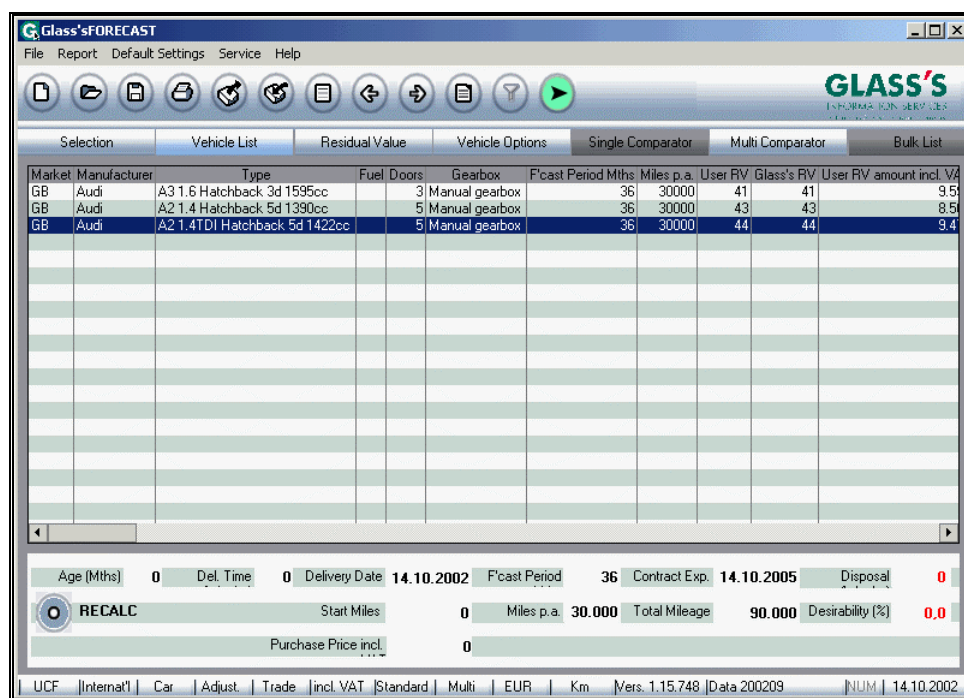
Reports


Forecast Reports

You have the facility to print various reports of vehicle forecasts.

Report Vehicle List

If you have activated the “Vehicle List” tab



you can print the listed vehicles by activating the button  or via file-menu “**File print - Ctrl+P**”.

The system will collect all necessary information about the forecasted vehicles and print the Eurotax FORECAST - Forecast List - basic view.

Via file-menu “**File preview**” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report

Forecast-List - Basic View

User : admin

Vehicle Code	Manufact.	Model Name, Trim	Tran	Fuel	kW, Engine Capacity, Body Style, Drive Type, Cylinder	Market	Cost New	Purchase Price	User RV %	Glass's RV %	User RV amount	Glass's RV amount	Month	Miles p.a.
029557001	Audi	A3 1.6 Hatchback 3d 1.1	M		75 kW, 195 cc, Front wheel drive, 4 Cyl.	GB	23.328	0	42	42	9.861	9.861	0	30.000
074795001	Audi	A2 1.4 Hatchback 5d 1.1	M		55 kW, 1350 cc, Front wheel drive, 4 Cyl.	GB	20.000	0	44	44	8.803	8.803	0	30.000
074792001	Audi	A2 1.4 TDI Hatchback 5d 1.1	M		55 kW, 1422 cc, Front wheel drive, 3 Cyl.	GB	21.600	0	45	45	9.734	9.734	0	30.000

Forecast

Parameters

36 Months

Retail/Trade: Trade, FC Type: UCF, Nat: International, Car: Car

Page : 1

01.09.2002

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Residual Value

If you have activated the “Residual Value” tab

GB

Audi A2 1.4TDI Hatchback 5d 1422cc

Manual gearbox

☐ Percent


☒ Amount

Months

Disposal

km/yr	6		12		18		24		30		36		42	
	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User	Glass's	User
10.000	20.013	20.013	17.914	17.914	16.165	16.165	14.442	14.442	13.043	13.043	11.629	11.629	10.392	10.392
20.000	19.818	19.818	17.563	17.563	15.694	15.694	13.886	13.886	12.422	12.422	10.970	10.970	9.648	9.648
30.000	19.448	19.448	16.906	16.906	14.814	14.814	12.846	12.846	11.258	11.258	9.734	9.734	8.362	8.362
40.000	19.078	19.078	16.251	16.251	13.933	13.933	11.806	11.806	10.093	10.093	8.498	8.498	7.077	7.077
50.000	18.709	18.709	15.594	15.594	13.051	13.051	10.765	10.765	8.926	8.926	7.261	7.261	5.790	5.790
60.000	18.339	18.339	14.938	14.938	12.171	12.171	9.725	9.725	7.762	7.762	6.026	6.026	4.506	4.506
70.000	17.966	17.966	14.280	14.280	11.290	11.290	8.685	8.685	6.597	6.597	4.789	4.789	3.219	3.219
80.000	17.597	17.597	13.626	13.626	10.408	10.408	7.642	7.642	5.430	5.430	3.552	3.552		
90.000	17.227	17.227	12.968	12.968	9.526	9.526	6.602	6.602	4.267	4.267	2.315	2.315		



you can print the shown forecast matrix by activating the button  or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the matrix of the current vehicle and print the Eurotax FORECAST Report - RV matrix.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report / Used Car Forecast / RV Matrix / Amount / Adjust / Trade / incl.VAT																		User : admin
Audi A2 1.4TDI Hatch GB, 56 kW, 1422 Engine Capacity, Front wheel drive, Manual gearbox, 3 Cylinder																		
	6 Months			12 Months			18 Months			24 Months			30 Months			36 Months		
KM/year	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR	Glass's	USR
10.000	20.013	20.013	17.914	17.914	16.165	16.165	14.442	14.442	13.043	13.043	11.629	11.629	10.362	10.362	9.214	9.214	8.205	8.205
20.000	19.818	19.818	17.563	17.563	15.694	15.694	13.886	13.886	12.422	12.422	10.970	10.970	9.648	9.648	8.416	8.416	7.373	7.373
30.000	19.448	19.448	16.906	16.906	14.814	14.814	12.848	12.848	11.258	11.258	9.734	9.734	8.362	8.362	7.117	7.117	6.075	6.075
40.000	19.078	19.078	16.251	16.251	13.933	13.933	11.806	11.806	10.093	10.093	8.498	8.498	7.077	7.077	5.818	5.818	4.776	4.776
50.000	18.709	18.709	15.594	15.594	13.051	13.051	10.765	10.765	8.928	8.928	7.281	7.281	5.780	5.780	4.520	4.520	3.478	3.478
60.000	18.339	18.339	14.938	14.938	12.171	12.171	9.725	9.725	7.782	7.782	6.026	6.026	4.506	4.506	3.219	3.219		
70.000	17.969	17.969	14.280	14.280	11.290	11.290	8.685	8.685	6.597	6.597	4.789	4.789	3.219	3.219				
80.000	17.597	17.597	13.626	13.626	10.408	10.408	7.642	7.642	5.430	5.430	3.552	3.552						
90.000	17.227	17.227	12.968	12.968	9.526	9.526	6.602	6.602	4.287	4.287	2.315	2.315						

30.000	19.448	19.448	16.906	16.906	14.814	14.814	12.848	12.848	11.258	11.258	9.734	9.734	8.362	8.362	7.117	7.117	6.075	6.075	5.082	5.082	9.734	9.734
Forecast	36 Months, 30 000 Miles p.a.																					
Parameters	Retail/Trade: Trade; FC Type: UCF; Nat: International; Car: Car; Calc: Adjust; Val Type: Amount; VAT: incl VAT																					

Page : 1 01.09.2002


The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Vehicle Options

If you have activated the “Vehicle Options” tab

GB Audi A2 1.4TDI Hatchback 5d 1422cc Manual gearbox																																																	
Option Depreciation Method <input checked="" type="radio"/> As Glass's <input type="radio"/> As 0 %																																																	
Colour Adjustment Good Bad Other User 0 0 0 Glass's 264 -264 0																																																	
Seasonality on/off On Off																																																	
Cost New (excl. VAT) 18.382,98 New Price of Options (excl. VAT) 0,00 Cost New inc. Options (excl. VAT) 18.382,98 National Car Taxes 0,00 VAT 3.217,02 Total Cost New (inc. Options/VAT) 21.600,00																																																	
<table border="1"> <tr><td><input type="checkbox"/></td><td>6 CD Autochanger</td><td>640</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Air Bag Passenger ()</td><td>Standard</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Anti-Lock Brakes ()</td><td>Standard</td></tr> <tr><td><input type="checkbox"/></td><td>Climate Control</td><td>1.280</td></tr> <tr><td><input type="checkbox"/></td><td>Cruise Control</td><td>477</td></tr> <tr><td><input type="checkbox"/></td><td>Electronic Climate Control</td><td>2.000</td></tr> <tr><td><input type="checkbox"/></td><td>Front Fog Lights</td><td>200</td></tr> <tr><td><input type="checkbox"/></td><td>Leather Upholstery</td><td>1.912</td></tr> <tr><td><input type="checkbox"/></td><td>Paint Metallic</td><td>760</td></tr> <tr><td><input type="checkbox"/></td><td>Paint Pearl Effect</td><td>760</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Power-Assisted Steering ()</td><td>Standard</td></tr> <tr><td><input type="checkbox"/></td><td>Rear Electric Windows</td><td>328</td></tr> <tr><td><input type="checkbox"/></td><td>Satellite Navigation</td><td>2.080</td></tr> <tr><td><input type="checkbox"/></td><td>Satellite Navigation Plus</td><td>3.480</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Seat Height Adjustment (Driver/Passenger)</td><td>Standard</td></tr> <tr><td><input checked="" type="checkbox"/></td><td>Traction Control System ()</td><td>Standard</td></tr> </table>		<input type="checkbox"/>	6 CD Autochanger	640	<input checked="" type="checkbox"/>	Air Bag Passenger ()	Standard	<input checked="" type="checkbox"/>	Anti-Lock Brakes ()	Standard	<input type="checkbox"/>	Climate Control	1.280	<input type="checkbox"/>	Cruise Control	477	<input type="checkbox"/>	Electronic Climate Control	2.000	<input type="checkbox"/>	Front Fog Lights	200	<input type="checkbox"/>	Leather Upholstery	1.912	<input type="checkbox"/>	Paint Metallic	760	<input type="checkbox"/>	Paint Pearl Effect	760	<input checked="" type="checkbox"/>	Power-Assisted Steering ()	Standard	<input type="checkbox"/>	Rear Electric Windows	328	<input type="checkbox"/>	Satellite Navigation	2.080	<input type="checkbox"/>	Satellite Navigation Plus	3.480	<input checked="" type="checkbox"/>	Seat Height Adjustment (Driver/Passenger)	Standard	<input checked="" type="checkbox"/>	Traction Control System ()	Standard
<input type="checkbox"/>	6 CD Autochanger	640																																															
<input checked="" type="checkbox"/>	Air Bag Passenger ()	Standard																																															
<input checked="" type="checkbox"/>	Anti-Lock Brakes ()	Standard																																															
<input type="checkbox"/>	Climate Control	1.280																																															
<input type="checkbox"/>	Cruise Control	477																																															
<input type="checkbox"/>	Electronic Climate Control	2.000																																															
<input type="checkbox"/>	Front Fog Lights	200																																															
<input type="checkbox"/>	Leather Upholstery	1.912																																															
<input type="checkbox"/>	Paint Metallic	760																																															
<input type="checkbox"/>	Paint Pearl Effect	760																																															
<input checked="" type="checkbox"/>	Power-Assisted Steering ()	Standard																																															
<input type="checkbox"/>	Rear Electric Windows	328																																															
<input type="checkbox"/>	Satellite Navigation	2.080																																															
<input type="checkbox"/>	Satellite Navigation Plus	3.480																																															
<input checked="" type="checkbox"/>	Seat Height Adjustment (Driver/Passenger)	Standard																																															
<input checked="" type="checkbox"/>	Traction Control System ()	Standard																																															



you can print the shown vehicle options by activating the button  or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the vehicle options of the current vehicle and print the Eurotax FORECAST - Report Vehicle Options.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

AutoVista - Report

VehicleOptions

User :Musterfirma

Vehicle Details	VehType	GB, 1.6 Sport Hatchback 3d 1595cc auto		
	Body			
	ccm	0,00		
	KW	0,00		
	Fuel			
	Gearbox	Automatic transmission		
	Cylinder	0,00		
	DriveType			
	ColCat	0		
	ListPrice	14.038		
	OPTIONSPRICE	1.865		
	TotalBasePrice	0		
Forecast				
Parameters	/			

EQTMAINGRP	AVText	AVText	ADDPrice1
		7Jx16in Six Spoke Design Alloy Wheels (Std)	1 1.200
		New Style Fog Lights Intergrated into Front Apron	1 200
		Symphony Radio with 6 Front Loading CD	1 465


The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Single Comparator

If you have activated the “Single Comparator” tab

Single Comparator				
Market	GB	D		
Manufacturer	Audi	AUDI		
Type	A3 1.6 Hatchback 3d 1595cc	A3 1.6 Attraction		
Start/End	01.07.2001 -	01.08.2000 -		
Body Style/Doors	/3	/3		
cc	1595	1595		
kW/HP	75/101	75/102		
Fuel		Benzin		
Transmission/Gears	Manual gearbox/5	Manuelles Getriebe/5		
Cylinder	4	4		
Drive Type/Engine Position	Front wheel drive/	Vorderradantrieb/		
		Difference		
		Amount	%	
Cost New	19.248,28	15.775,86	-3.472,41	-18
Options Price	0,00	0,00	0,00	
Cost New incl. Options	19.248,28	15.775,86	-3.472,41	-18
National Car Taxes	0,00	0,00	0,00	
VAT	3.079,72	2.524,14	-555,59	-18
Total Cost New (inc. Options/VAT)	22.328,00	18.300,00	-4.028,00	-18
Forecast Residual Value (amount)	0,00	10.172,00	10.172,00	
Forecast Residual Value (percent)		56	56	



you can print the screen by activating the button  or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the compared vehicles and print the Eurotax Forecast Forecast List - Single Comparator.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

Auto Vista - Report		Forecast-List - Single Comparator			User : Mustorima		
		Benchmarked Vehicle					
Market	GB	GB	GB	GB			
Manufacturer	Audi	Audi	Audi	Audi			
Type	1.9TDI 100 SE Hatchback 5d 1896cc	1.6 SE Hatchback 3d 1595cc	1.8 Hatchback 5d 1781cc				
Begin of Commerce - End of Commerce	07/2001	07/2001	07/2001				
Body / Doors	/ 5	/ 3	/ 5				
ccm	1896	1595	1781				
KW / HP	74.8 / 100	75.3 / 101	93.2 / 125				
Fuel	Manual gearbox	Manual gearbox	Manual gearbox				
Gearbox	4	4	4				
Cylinder	Front wheel drive /	Front wheel drive /	Front wheel drive /				
Drive Type / Engine Position		Price	Difference	Difference %	Price	Difference	Difference %
	14.626	13.332	-1.494	-11.2	13.349	-1.477	-11.1
List Price	1.370	0	-1.370	0.0	0	-1.370	0.0
Options Price	16.190	13.332	-2.864	-21.5	13.349	-2.847	-21.3
Total Base Price	0	0	0	0.0	0	0	0.0
National Car Taxes	0	0	0	0.0	0	0	0.0
National VAT	0	0	0	0.0	0	0	0.0
Total retail price	nm	nm	nm	nm	nm	nm	nm
nm	nm	nm	nm	nm	nm	nm	nm
nm	nm	nm	nm	nm	nm	nm	nm
Forecast							
Parameters		/					


The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

Report Multi Comparator

If you have activated the “Multi Comparator” tab

Multi Comparator		GB		GB		GB	
Market		Audi		Audi		Audi	
Manufacturer		A3 1.6 Hatchback 3d 1595cc		A3 1.6 Hatchback 3d 1595cc auto		A3 1.6 Hatchback 5d 1595cc	
Type							
Start/End	01.07.2001 -						
Body Style/Doors	/3						
cc	1595						
kW/HP	75/101						
Fuel							
Transmission/Gears	Manual gearbox/5			Automatic transmission/4		Manual gearbox/5	
Cylinder	4			4		4	
Drive Type/Engine Position	Front wheel drive/			Front wheel drive/		Front wheel drive/	
				Difference		Difference	
				Amount	%	Amount	%
Cost New	19.002,55			20.691,06	1.688,51 9	19.846,81	844,26 4
Options Price	0,00			0,00	0,00	0,00	0,00
Cost New incl. Options	19.002,55			20.691,06	1.688,51 9	19.846,81	844,26 4
National Car Taxes	0,00			0,00	0,00	0,00	0,00
VAT	3.325,45			3.620,94	295,49 9	3.473,19	147,74 4
Total Cost New (inc. Options/VAT)	22.328,00			24.312,00	1.984,00 9	23.320,00	992,00 4
Forecast Residual Value (amount)	9.164,80			9.841,60	676,80 7	9.435,20	270,40 3
Forecast Residual Value (percent)	41			40	-1 -1	40	-1 -1



you can print the screen by activating the button  or via file-menu “File print - Ctrl+P”.

The system will collect all necessary information about the compared vehicles and print the Eurotax FORECAST - Forecast List - Multiple Comparator.

Via file-menu “File preview” the Adobe Acrobat Reader can be started and a preview be shown.

Glass's Forecast - Report		Forecast-List - Multiple Comparator						User : admin
Market	Benchmarked Vehicle	GB		GB		GB		
Manufacturer	Audi	Audi		Audi		Audi		
Model Name, Trim	A2 1.4TDI Hatchback 5d 1422cc	A3 1.6 Hatchback 3d 1595cc		A2 1.4 Hatchback 5d 1390cc				
Start - End	07/2000 - 06/2001	09/1996 - 06/2000		07/2000 - 06/2001				
Body Style / Doors	/ 5	/ 3		/ 5				
Engine Capacity	1422	1595		1390				
KW / HP	56 / 75	75 / 101		56 / 75				
Fuel								
Transmission	Manual gearbox	Manual gearbox		Manual gearbox				
Cylinder	3	4		4				
Drive Type / Engine Position	Front wheel drive /	Front wheel drive /		Front wheel drive /				
		Price	Diff Price	Diff %	Price	Diff Price	Diff %	
List Price	18,383	19,854	1,471	8	17,021	-1,362	-7	
Options Price	0	0	0	0	0	0	0	
Total Base Price	18,383	19,854	1,471	8	17,021	-1,362	-7	
National Car Taxes	0	0	0	0	0	0	0	
VAT	3,217	3,474	257	8	2,979	-238	-7	
Total Retail Price	21,600	23,328	1,728	8	20,000	-1,600	-7	
FC RV (amount)	9,734	9,861	126	1	8,803	-931	-10	
FC RV (percent)	45	42	-3	-6	44	-1	-2	
Forecast	36 Months							
Parameters	Retail/Trade - Trade, FC Type: UCF, Nat.: International, Car: Car							
		Page : 1						01.09.2002

The report can be saved in PDF-format via Adobe Acrobat Reader's file-menu.

General Reports

Select **"Reports"** in the menu line to view editorials and market trends written by Eurotax editorial teams and LMC. You can print the offered reports via file-menu **"File print - Ctrl+P"**.

The system will collect all necessary information, start the Adobe Acrobat Reader and show a preview of the chosen report.

The report can be printed out or saved in PDF-format via Adobe Acrobat Reader's file-menu.

Charts

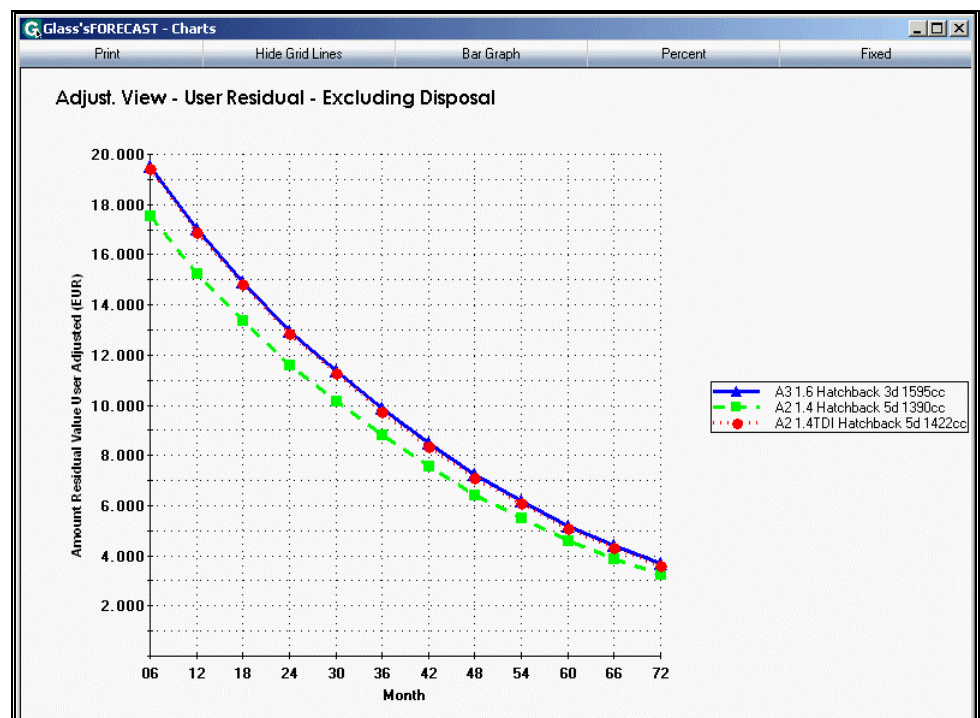
Vehicle List Chart

You can see the residual values of the Vehicle List plotted on a chart.



If you have activated the “**Vehicle List**” tab, click the button for the display of a chart of all vehicles of the vehicle list.

The system will collect all necessary information, open a new window and show the course of the residual values of all vehicles of the vehicle list.



Via “**Print**” the Chart will be printed on your installed printer.

If you do not want to see the grid lines, click the tab “**Hide Grid Lines**” and the according Chart is shown.

You can also change the type of chart. With clicking the tab “**Bar Chart**” you switch the display from lines to bars.

With clicking the tab “**Amount**” resp. “**Percent**” you can switch between shown values as amounts or values in percent.

With clicking the tab “**Fixed**” resp. “**Adjust.**” you can switch between the display of forecasts based on Eurotax data and on Eurotax + user adjustments.

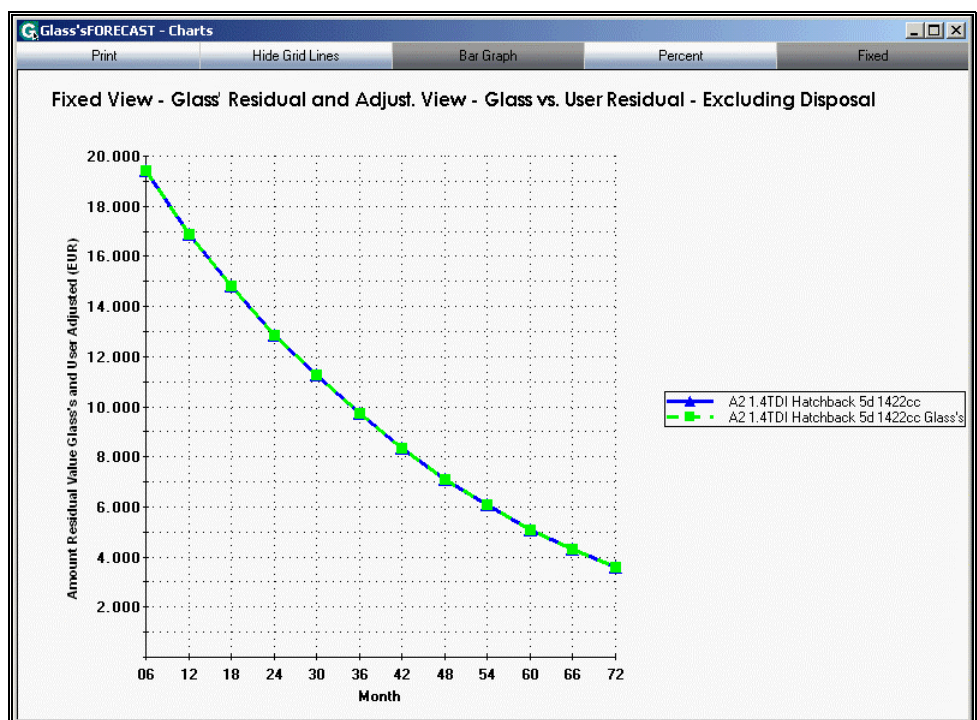
Residual Value Chart

You can see the residual values of the tab “Residual Value” plotted on a chart.



If you have activated the “**Residual Value**” tab, click the button for the display of the current vehicle.

The system will collect all necessary information, open a new window and show the course of the Eurotax and user adjusted residual values of the current vehicle.



Via “**Print**” the chart will be printed on your installed printer.

If you do not want to see the grid lines, click the tab “**Hide Grid Lines**” and the according chart is shown.

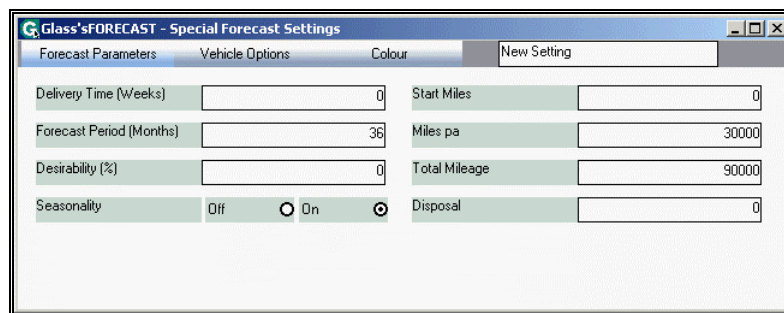
With clicking the tab “**Amount**” resp. “**Percent**” you can switch between shown values as amounts or values in percent.

Default Settings

Forecast settings

Forecast parameters

Activate “Default Settings - Forecast Settings - Edit Settings” and the “Forecast parameters” tab.

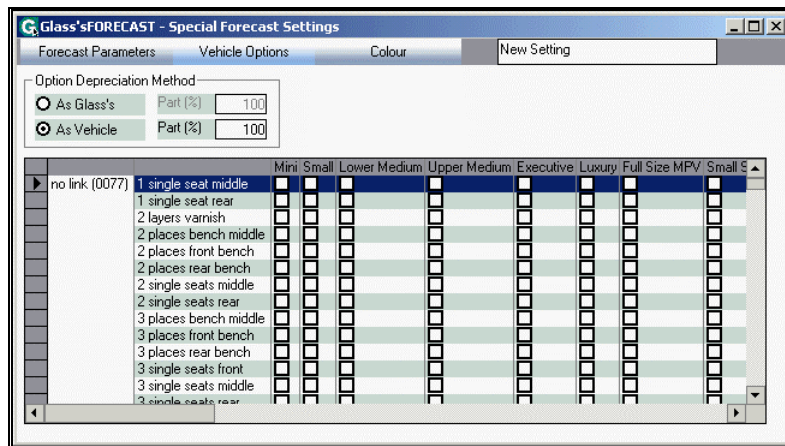


The shown settings are default parameters for all vehicles within the application.

Del Time (weeks)	Delivery time for the new vehicle (only available for new vehicles)
Forecast Period (Mths)	Forecast period in months
Desirability	Percentage input field (from -20 up to +20) to increase or reduce the forecast value according to the entered value.
Seasonality	Seasonality is a calculation method dependent on seasons and can be switched on and off.
Start Miles	Start mileage at the time of the forecast
Miles p.a.	Planned miles per year
Total Mileage	Start mileage (if applicable) plus miles p.a. multiplied by Forecast Period divided by 12 (mths)
Disposal (Weeks)	Number of weeks before the vehicle is to be disposed

Vehicle options

Activate “Default Settings - Forecast Settings - Edit Settings” and the “Vehicle Options” tab.



The Option Depreciation Method can be chosen:

1. as Vehicle
2. as Glass's
3. part (%)

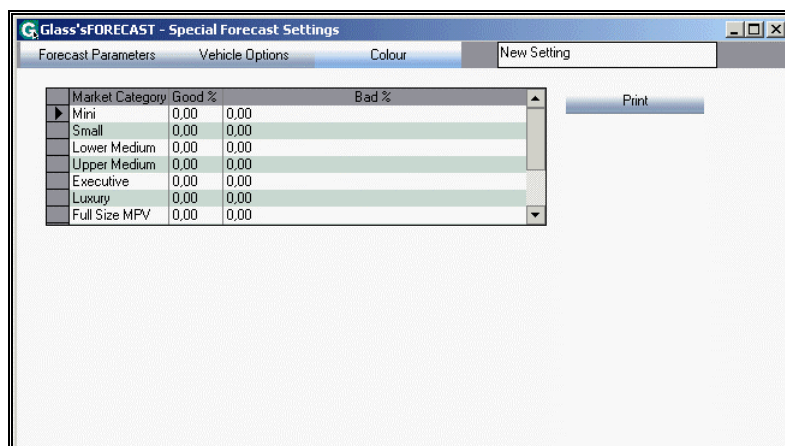
Calculation example:

Options have a value of 5.000 Euro and a residual value of 50 % = 2.500 Euro. If you choose “**as Vehicle**” and type in 50% , the marked options have a residual value of 1.250 Euro.

If you choose “**as Glass's**”, the residual value is not 1.250 Euro, but will be calculated in a special way.

Vehicle colours

Activate “**Default Settings - Forecast Settings - Edit Settings**” and the “**Vehicle colours**”.



The influence the vehicle colour has on the resale value may here be set to positive or negative for every vehicle class. The user can type in percentages in order to increase the residual values in case of a good colour or reduce them in case of a bad one.

New Setting

All forecast settings that have been made can be saved by typing a name into the field “New Setting” in the upper right corner of the window.

Application Settings

Activate “„Default Settings - Application Settings”.

Glass'sFORECAST - Settings	
Forecast Type	NCF
National / International	National
Vehicle Type	Car
Data View	Adjustable
Residual Vehicle Table	Amount
Price Category	Trade
Market Tax	VAT included
Default Market	UK
Default Manufacturer	
Mileage Table (Months)	6
Mileage Table (Miles)	10000
Language	English
Evaluation	Miles pa
Decimal (Places)	On <input type="radio"/> Off <input checked="" type="radio"/>
Special Forecast Settings	On <input type="radio"/> Off <input checked="" type="radio"/>

The shown settings are default parameters for the application dependent on the user.

Forecast Type	New Car Forecast or Used Car Forecast
National / International	National oder international
Vehicle Type	Car or light commercial vehicles
Data View	Fixed or Adjust.
Residual Vehicle Table	Amount or Percent
Price Category	Trade or Retail Price
Market Tax	Excl. or incl. VAT
Default Market	Standard market after program start
Default Manufacturer	Standard manufacturer after program start
Mileage Table (Months)	Step by step setting for the residual values matrix
Mileage Table (Miles)	Step by step setting for the residual values matrix
Language	Standard language of the User
Evaluation	Evaluation parameters (Miles p.a or Mileage total)
Decimal Places	Decimal places on or off
Special Settings	Setting for considering the Forecast Settings

Service

Economic Factors

Activate “Service - Economic Factors”. The following window will open:

Glass'sFORECAST - Econometric Factor

PrintUnited Kingdom

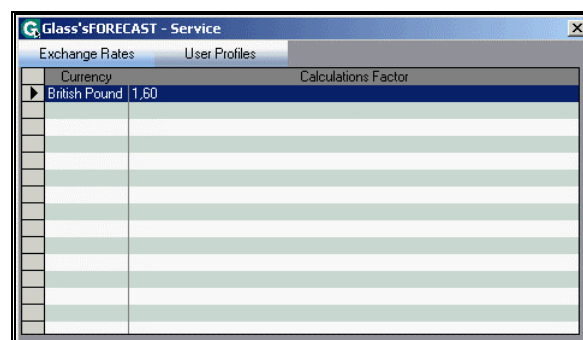
Econometric	Years	Months	Inflations Factor
CAR	1996	2	-12.94
		5	-11.85
		8	-11.67
		11	-11.15
	1997	2	-10.64
		5	-9.48
		8	-8.62
		11	-7.87
	1998	2	-7.58
		5	-5.85
		8	-5.56
		11	-5.15
	1999	2	-5.56
		5	-4.52
		8	-4.46
		11	-3.77
	2000	2	-3.37
		5	-1.58
		8	-1.4
		11	-0.77
	2001	2	-0.89
		5	0.33
		8	0.38
		11	0.22
2002	2	0	
	5	1.63	
	8	1.75	
	11	2.44	

Here you can see the inflation factors on which the forecasts are based.

You can print the data by clicking the button “Print”.

Exchange Rates

Activate “Service - Exchange Rates”. The following window will open:

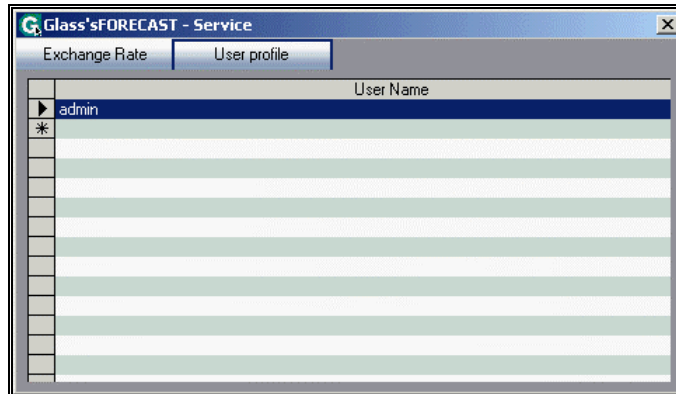


Currency	Calculations Factor
British Pound	1.60

All available currencies are shown in the first column “**Currency**” of the table. The user has to type in the needed according exchange rates in the second column “**Calculations Factor**”.

User Profiles

Activate “**Service - User Profiles**”. The following window will open:



Users can be added by doubleclick the "Left Mouse"-button on the appropriate table.
The password for the user enter you when logging in. There it can be change.
Closing the screen will save the entries.

Help

Getting Help

In the menu line click on “**Help**” and then on “**Help F1**”. **Help** will start and show an overview and a list of topics. The index can be used to search for information.

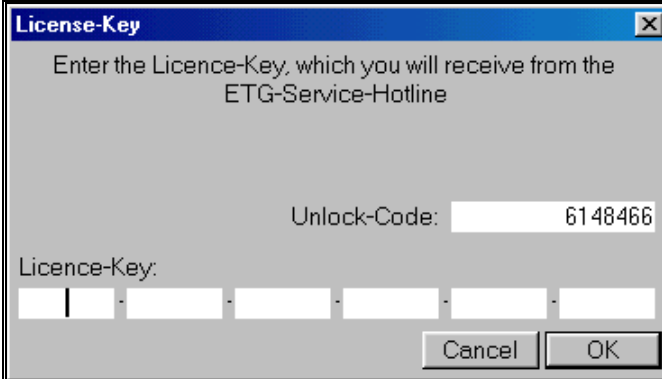
To activate **Help** at any time in the system, press „**F1**“ on your keyboard.

To close Help press “**ESC**” or click on the “**X**”-button in the upper right corner of the Help window.

Double click the file: Installationdrive:\program\EurotaxFORECAST\Autovista_EN.pdf.
The entire help document will open, this can then be printed.

Licence

In case you bought a new licence and you want to adapt the program licence, activate the menu option “**Help – Licence**”.

A screenshot of a Windows-style dialog box titled "License-Key". The dialog has a blue title bar with a close button (X) in the top right corner. The main text area contains the instruction: "Enter the Licence-Key, which you will receive from the ETG-Service-Hotline". Below this, there is a label "Unlock-Code:" followed by a text input field containing the value "6148466". Further down, there is a label "Licence-Key:" followed by a series of six empty text input fields separated by hyphens. At the bottom right of the dialog, there are two buttons: "Cancel" and "OK".

Call the ETG-Service-Hotline and you will get a Licence-Key which is fitting to the shown Unlock-Code.

Enter the Licence-Key and confirm by clicking **OK**.

(Otherwise click on **Cancel**.)

Activate the menu option “**Help – Info**”.



A licence information dependent on the bought licence is shown.

Index

A

Add a vehicle to an existing vehicle selection	13
Add all types of one model to an existing vehicle selection	13
Adjustments	12, 17, 25, 32, 39, 61
Application Settings	64

B

Basic design of the screen	9
Bulk Forecast	48

C

Change predefined forecast parameters for a vehicle on the Residual Value	14
Change predefined forecast parameters for a vehicle on the Vehicle List	14
Change predefined forecast parameters for several vehicles on the Vehicle List	14
Change the colour calculation for a vehicle Vehicle Options	15
Change the desirability for a vehicle Residual Value	15
Change vehicle options for a vehicle Vehicle Options	15
Chart Residual Value	61
Charts	16, 25, 60
Colour	23, 31, 38, 45, 63
Compare a vehicle type over several countries (Single Comparator)	15
Compare several vehicle types (Multi Comparator)	15

D

Default Settings	62
Delete a single vehicle from the Vehicle basket	13
Description of the processes	17
Desirability	15, 21, 29, 36, 43
Display a chart of the residual values matrix for a vehicle	16

Display a chart on basis of the vehicle list	16
Display a quote for calculating a forecast	16
Disposal	21, 28, 36, 43, 62

E

Economic Factors	65
Exchange Rates	65
Export	52

F

Forecast a vehicle over several (Multi Forecast)	14
Forecast parameters	62
Forecast Parameters	14, 21, 29, 36, 43
Forecast Period	20, 28, 35, 43
Forecast Reports	54
Forecast settings	62

G

General information about Glass's Forecast	7
Getting Help	67

H

Help	67
Help Desk Support	5

I

Import	52
Import and Export	52
Info	68

L

Licence	67
---------	----

M

Menu line	9
Multi Comparator	15, 31, 46, 58
Multi Selection New Cars	25
Multi Selection Used Cars	39
Multiselection Bulk	46

N

New Car Forecast	17
New Setting	63

O

Opening a forecast 17, 25, 32, 39

P

Preface 5
 Print a residual values list 16
 Print a Residual Values matrix for a Vehicle 16
 Program overview 7

Q

Quick Reference 13
 Quote 11, 16, 22, 30, 37, 45

R

Recalc 14, 21, 28, 36, 43
 Report Multi Comparator 58
 Report Residual Value 55
 Report Single Comparator 57
 Report Vehicle List 54
 Report Vehicle Options 56
 Reports 54
 Reports - General 59
 Residual Value 14, 23

S

Saving a forecast 19, 27, 34, 42
 Selection 17, 25, 32
 Service 65
 Single Comparator 15, 24, 38, 57
 Single Selection New Cars 17
 Single Selection Used Cars 32
 Sorting 11
 Starting Glass's Forecast 8
 Statusbar 12

T

Toolbar 1 11
 Toolbar 2 11

U

Used Car Forecast 32, 46
 User Interface Description 9
 User Profiles 66
 Using this manual 6

V

Vehicle Basket 18
 Vehicle Code 52
 Vehicle Info 22, 30, 37, 44
 Vehicle List 19
 Vehicle List Chart 60
 Vehicle options 62

W

Welcome to Glass's Forecast ! 5

##